

THE NATIONAL Provisioner

SEP 2 1936

93 Street Packing and Canned Ladies

SEPTEMBER 2, 1936



"That's what I call a SWELL PRESENT!"

SHOPPERS are always on the lookout for gift ideas. More and more, food items such as hams have become popular as something "different" to give. And last year many packers used special Christmas wraps of printed "Cellophane" transparent wrapping to help speed up their Christmas sales . . . to win front row display . . . and to promote *impulse* buying through *eye-appeal*.

Your hams, gaily dressed in a holiday wrap of sparkling "Cellophane," will get the prominent display you want . . . because retailers know they will make Christmas shoppers say, "Here's a swell present!"

IDEAS FOR YOUR CHRISTMAS PACKAGE

Our Field Representatives will be glad to help you work out a sales-winning, display-winning Christmas package for your items. No obligation. Just write: E. I. du Pont de Nemours & Co., Inc., "Cellophane" Division, Empire State Building, New York City.

Cellophane
TRADE MARK

"Cellophane" is the registered trade-mark
of E. I. du Pont de Nemours & Co., Inc.





The
BUFFALO
Self-Emptying
Silent Cutter
Made in 3 Sizes

IT completely empties a block of finely cut perfectly mixed sausage meat in less than twenty seconds without the aid of hands or moving mechanical parts in the bowl. The efficient self-emptying device is simple, safe and meets all the requirements of government inspection.

Time saved, production of a finer product with the same raw materials, a higher yield and guaranteed trouble-free service, make this BUFFALO Self-Emptying Silent Cutter the most practical machine for producing quality sausage products profitably.

Write for complete information and prices.

JOHN E. SMITH'S SONS CO., 50 BROADWAY, BUFFALO, N. Y., U.S.A.

B U F F A L O
QUALITY SAUSAGE MAKING EQUIPMENT

SEPTEMBER 15th 1934

JAN. 1935

JAN. 1936

SEPTEMBER 15th 1936

SALES OF "TEE-PAK" SAUSAGE CASINGS LOAF AND HAM CONTAINER

EATING PLACES!

ON THE OCCASION OF
OUR SECOND BIRTHDAY
SEPTEMBER 15, 1936

We pause in the day's occupation
to tender our sincere

THANKS

For the co-operation, loyalty and
support of our customers.



TRANSPARENT PACKAGE COMPANY

1019 to 1025 West 35th Street
CHICAGO, U. S. A.

THE NATIONAL PROVISIONER

The Magazine of the Meat Packing and Allied Industries

Volume 95

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Daily Market Service
(Mail and Wire)

"THE NATIONAL PROVISIONER
DAILY MARKET SERVICE" reports
daily market transactions and
prices on provisions, lard, tallow
and greases, sausage materials,
hides, cottonseed oil, Chicago hog
markets, etc.

For information on rates and
service address The National Provisioner
Daily Market Service,
407 S. Dearborn St., Chicago.

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PRAGUE POWDER

Registered U. S. Patent 1,950,459

PICKLE

"An Approved, Safe, Fast Cure"

Made in America

for

**HAMS • BACON • PICNICS
BEEF TONGUES • BRISKETS**

Spray Pumping for a slower absorption.

Artery Pumping for quick distribution of pickle.

When you use Prague Powder Pickle the "high color" is set while the meats are yet young.

The natural meat juices are retained and weights are not lost.

It is not our intention to say all hams should be cured by the Artery Pump Method.

It is our intention to say Prague Powder Pickle is more quickly absorbed than ordinary pickle.

It is our intention to say deep penetration takes place at once and color fixation follows immediately when Prague Powder Pickle is absorbed.

The Artery Method is to place the pickle intimately with the entire meat structure within a minute or two after the artery is contacted with the Big Boy Pickle Pump.

Spray Pumping with Prague Powder Pickle reaches the bone structure as well as the meat fibre in a slower form. The cure is less rapid. The amount of pickle used is in less amount but should be of a stronger structure.

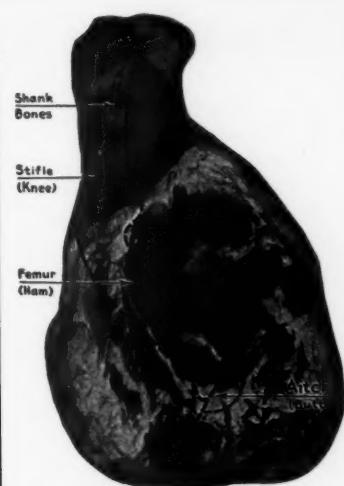
We believe all Pumping Pickle should be prepared with PRAGUE POWDER and less sugar or more sugar, according to the opinion of the curing superintendent.

PRAGUE POWDER is a "Pre-Prepared" Pickle in dry form and when applied in new brine it has the power of deep penetration.

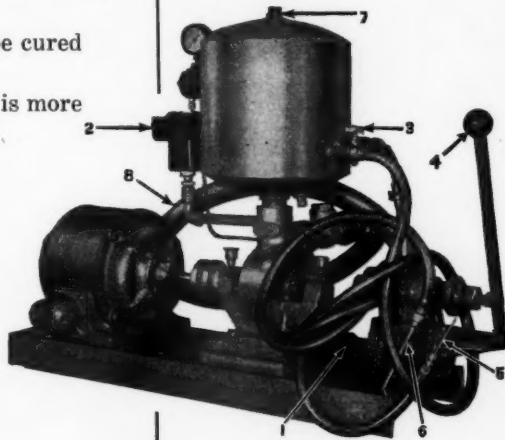
Follow the formulae in our
Prague Powder Booklet.

THE GRIFFITH LABORATORIES

1415-31 WEST 37th STREET, CHICAGO, ILLINOIS
Canadian Factory and Office: 1 Industrial St., Leaside, Toronto 12, Ontario



**This Spray Pumped Ham
is a 21-day Cure**



**BIG BOY
PICKLE PUMP
No. 3 Combination**



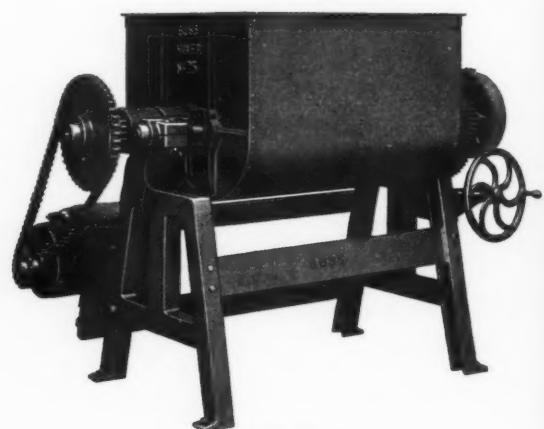
The solid meat fibre is capable of absorbing 15% added pickle, which places sufficient salt to hold the color, style and flavor. Your Boiled Hams and Baked Hams have better color, better taste and will have less shrinkage if you cure the "PRAGUE POWDER PICKLE WAY." Try it!

PORK SAUSAGE AND HOT CAKES

"It won't be long now" and the tangy, frosty mornings will be with us. With them will come the appetite for pork sausage and cakes or waffles. Be prepared to supply your trade by using time-saving and efficient "BOSS" Equipment, made in sizes to meet the requirements of the smallest to the largest plants.



"BOSS" Grinders



"BOSS" Mixers



"BOSS" Stuffers



"BOSS" Meat Dispensers

Our new "BOSS" Meat Loaf Pan Filler is the most effective and accurate machine ever devised for this purpose. The product is packed into the pans so evenly that loaves of even weight and consistency are assured.



The Cincinnati Butchers' Supply Corporation

824 Exchange Ave., U. S. Yards,
Chicago, Illinois

Mfr. "BOSS" Machines for Killing,
Sausage Making, Rendering

1972-2008 Central Ave.
Cincinnati, Ohio

“Always Out in Front”



**MAYER Special
SEASONINGS**
are made in
THESE FLAVORS

Salami, Thuringer, Frankfurter, Bologna, Rouladen Delicatessen, Chili Con Carne, Pork Sausage Braunschweiger, Summer Sausage. A seasoning for **EVERY** type of sausage.

The Man Who Knows



See that fellow strut! He's got the stuff in him to win the great American Public. They love his pep and zest—eat it up, in fact!

Keep your product at the head of the profit parade. Spice him with that individuality which keeps him well out in front of the rank and file. You'll do best to use Mayer Special Seasonings—carefully blended from choice natural spices, with all the taste-building elements retained. Let us prove in your own plant what a difference seasoning can make. Write us!

H. J. Mayer
and SONS CO.

H. J. Mayer Special Sausage Seasonings and NEVERFAIL, the Perfect Cure

6819-27 SOUTH ASHLAND AVENUE, CHICAGO, ILLINOIS
CANADIAN PLANT: WINDSOR, ONTARIO

ALL DRESSED UP~



and going places!

A DANIELS Wrap adds distinction, attractiveness and a real selling punch to hams, bacon, loaves and all similarly packaged meats and meat products—adds a genuine "quality touch" that takes your product out of the competitive class and helps your sales "go places"!

DANIELS Wraps are neat, attractive, colorful. They protect and identify your product, guard against substitution. They provide for repeat business. And they do an intensive selling job that boosts sales.

DANIELS Wraps are available in transparent cellulose, glassine and greaseproof, imprinted with your individual name or trademark, in any design or color combination desired. Our design department will be glad to work with you, help you provide appearance, protection and a selling punch that gets results. Write for details today!

Daniels
MANUFACTURING CO.
Rhinelander, Wisconsin

MULTICOLOR PRINTING ON SYLPHRAP • GLASSINE • GREASEPROOF

PORK SAUSAGE



with a Bright future!

**Here's why
DRY ESSENCE OF
NATURAL SPICES
is the only seasoning
you can afford to use!**

No other seasoning material offers you the advantages of D.E.N.S.! Do not penalize your product with inferior seasonings! *Investigate Stange Seasoning today.* It dissolves readily and spreads its flavor uniformly to all parts of the batch. All pith, fibre and foreign matter is removed—*nothing that does not contribute to the fine flavor of the finished product is contained in Stange Seasoning.* It is simple and economical to use, and it builds sales.

An impartial laboratory analysis, recently completed, gives startling facts about all seasonings—facts that you cannot afford to ignore. A copy of the laboratory report will be sent you without obligation. *Write for a copy!*

HERE'S a pork sausage that will really "go places"—a pork sausage with brilliant sales possibilities and a bright future!

And there are definite reasons for being sure of the profits this sausage will bring—it is made of good meats, and *seasoned with the finest of all pork sausage seasonings*—STANGE DRY ESSENCE OF NATURAL SPICES.

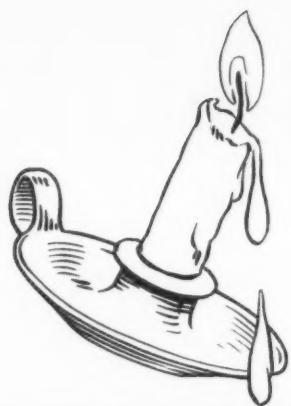
Pork sausage made with Stange Seasoning has bright attractive color because there is nothing in this modern seasoning material to change the fine color of the meat ingredients. And it keeps its bright color longer because Stange Seasoning is free from bacteria and gives better keeping qualities!

Stange Pork Sausage Seasoning is made in blends to meet conditions of location, consumer preference, and all other factors. Or if you prefer, we can match your present seasoning blend *exactly* in a Stange Seasoning that will give you all the advantages of your present seasoning, *with none of the disadvantages.* Get the details today!

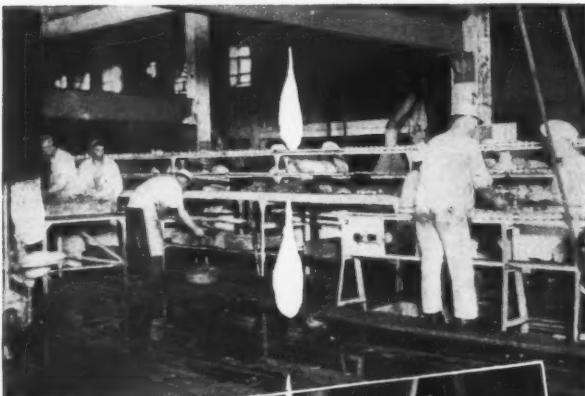
WM. J. STANGE COMPANY
2536-40 W. MONROE ST. CHICAGO ILL.

Western Branch, 923 E. 3rd St., Los Angeles

DRY ESSENCE OF NATURAL SPICES—Individual or Blended • PEACOCK BRAND CERTIFIED CASING COLORS
PREMIER CURING SALT • BAYSTEEN • SANI CLOSE • MEAT BRANDING INKS — Violet and Brown



For Cleaning Greasy Surfaces



A product specifically designed to make a hard job easy—ROYAL WASHING POWDER—was created by a meat packing organization which should and does know what is required in the cleaning of greasy surfaces in the packing plant. Wherever grease is found, ROYAL WASHING POWDER should be used, for it reduces time and labor costs—and does a better job of cleaning.

Preponderance of Alkali with JUST ENOUGH Soap

ROYAL WASHING POWDER is an excellent and most economical cleaning agent. High in alkali content with just a sufficient amount of soap to enable easy and quick rinsing. We are confident that you will be agreeably surprised at the results obtained.



ROYAL WASHING POWDER

ARMOUR AND COMPANY • Industrial Soap Div.
1355 W. 31st St. Chicago, Illinois

THE NATIONAL PROVISIONER

SEPTEMBER 19, 1936

The Magazine of the Meat Packing and Allied Industries

SELLING *Meat Products By Mail*

★ Business Built on Basis of Quality and Aggressive Sales Methods

CAN meats be sold by mail? And in volume to make it worth while?

"Yes!" answers a packer who is doing it. "But your products must be of super-quality. And you must back up your sales with an intelligent merchandising plan."

Packers sometimes complain that consumers do not sufficiently appreciate extra-quality meats; that the market for them is too narrow; that processing problems are too complicated; that price competition is too keen to justify producing them.

Can Get Good Margins

This statement is true only to the extent that a packer's sales problems are influenced by local conditions.

A Midwest packer with Eastern branch houses, for example, ships large quantities of extra-quality hams on which he gets good margins which his trade never questions. These hams go to consumers who are *satisfied to pay the price for products that please them.*

As a rule, however, production of extra-quality meat products—including ham, bacon, sausage, etc.—is limited because the majority of housewives in most local-

CUSTOMER LETTER

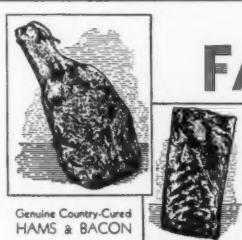
Sample of letter, with order blank attached (not shown here), which goes to consumers willing to pay the price for quality. It has brought in the business.

ties will not pay the price when competing products of good quality are available at lower prices.

But in the aggregate there is a greater market for super-quality products than packers are supplying. Everywhere there is trade—such as hotels, restaurants, clubs, etc.—which is willing to pay any price within reason for meat products which meet requirements.

Super Quality Market

Ability to serve this select market through regular distribution channels is confined, for the most



FAIRMOUNT FARMS

FROM OUR SMOKEHOUSE DIRECT TO YOUR HOUSE

P. O. BOX 675
MADISON, IND.

Dear Friend:

Are you one of the many folks who agree that there is nothing quite so good for breakfast or supper as a tasty, tempting dish of broiled or fried genuine country cured HAM or BACON?

Will you let us send you—at our risk and expense—an old-fashioned cured real hickory wood smoked ham and bacon?

Good country cured ham and bacon is something that nearly everyone likes, yet it is so difficult to obtain.

So certain are we that you will be more than pleased with these hams and bacon that we will gladly send them ON APPROVAL, without a penny in advance. All we ask is that you send your order. Put them through every cooking test you can, then if you are entirely satisfied, mail us your check, not before. — — — Fair enough, isn't it?

Your name has been selected for this ON APPROVAL offer and for this group we have set aside 500 hams and 500 slabs of bacon, so we must hear from you promptly, as they won't last long.

Send us your order now . . . we'll do the rest. Order blank is attached for your convenience.

Yours for a real treat,

FAIRMOUNT FARMS

part, to packers and sausage manufacturers in larger centers of population where there are more super-quality buyers.

In every community, however—even in isolated rural districts—have been found consumers who have decided meat preferences, and who are looking for products which measure up to their ideas of what a well-cured ham or slab of bacon should be.

No one knows the extent of this market. Regardless of its size, however, it seems capable of considerable expansion, and offers opportunities for packers who—starting with the right quality—are willing to do merchandising

expedient, therefore, to select the mailing list with care.

Products Sold by Mail

The Pearl Packing Co. operates its mail order business through its subsidiary, Fairmont Farms. Early efforts to develop a mail order business were unprofitable, and the job of building up a list of customers was slow and costly. But when it had the business under way it found that the average expense to secure a customer declined steadily, increasing numbers of names being added to the books without any solicitation whatsoever.

This is the result, of course, of the

selected and dry cured. Curing period is 65 days. Cuts are smoked over hickory wood fires, smoking period requiring 25 days. After processing, each cut is carefully inspected and tested to make sure it comes up to the high standard of quality set for mail-order products.

This high quality is rigidly insisted on and maintained. Average investment to secure a customer is yet comparatively high, so no chances are taken of losing business because of delivery of sub-quality products.

Every sale made also carries the possibility that one or more new customers will be secured if the first customer is pleased. Keeping the customer well satisfied with his purchases, therefore, is the foundation on which this company's expanding mail order business is being built.

Better Prices Realized

Naturally, products sold in this manner command better prices than could be obtained on the open market. The price policy of Fairmont Farms always has been to price its products on the basis of a fair profit.

A price list sent out to customers and prospective customers during the first week of August quoted product as follows:

MAIL ORDER PRICE LIST

Product	Price
COUNTRY CURED HAMS	
12 to 25 lbs., per lb.	3c
Sorghum dipped, 12 to 25 lbs., per lb.	3c
Aged, 12 to 18 lbs. (delivered), per lb.	4c

COUNTRY CURED BACON

Slab, 5 to 10 lbs., per lb.	3c
Sliced, 1-lb. packages and 5-lb. cartons, per lb.	4c

Sliced, 1/2-lb. packages and 2-lb. cartons, per lb.	4c
---	----

PICKLED MEATS

Tongues, 2-gal. kits, per kit	25c
Pigs feet, 2-gal. kits, per kit	1.25
Tongues, 3-lb. jars, per jar	1.75

PREPARED HAMS

Pineapple baked, bone in, 8 lbs. up, per lb.	4c
Boneless, cooked, 5 to 8 lbs., per lb.	5c
Boneless, baked, 5 to 8 lbs., per lb.	5c

COLD LUNCHEON MEATS

Lunch tongue, per lb.	4c
Goettinger, per lb.	4c
Thuringer, per lb.	3c
Mexican style chili con carne, 1-lb. bag, per lb.	25c

How Business Is Solicited

Mail order customers of the company are located in practically every state, and new ones are coming in at such a satisfactory rate that mail solicitations of the prospect list are now limited to one per month.

These mailings usually include a folder, on front of which is a reproduction in natural colors of ham or bacon, cooked and ready to serve. It contains a description of the various products, method of preparation, scenes in plant processing departments, testimonials, recipes for cooking products, etc.

Included with the folder is a business-soliciting letter at the bottom of which is a price list and order blank. A busi-



WHERE MAIL ORDER MEATS ARE MADE

Plant of Pearl Packing Co., Madison, Ind., which does a countrywide mail order business in super-quality smoked, pickled and ready-to-serve meats.

development work before cashing in on the investment.

New Type of Selling

Except where concentrations of super-quality buyers permits the use of usual sales methods, building up a profitable volume on super-quality products requires a type of selling rarely engaged in by packers—mail order. With only a few logical prospects among each thousand people, the trick in this method of merchandising is to get customers on the books without excessive business promotion expense.

There are no "short cuts" to be taken in building up a list of mail order customers. If there are, they have not been discovered by the Pearl Packing Co., Madison, Ind., which over a course of years has developed a large meat order business.

There are no lists of super-quality meat buyers available, or any source, so far as known, from which such a list can be obtained. Names of prospects to be solicited must be obtained from any sources available. Obviously among those in the lower income brackets there will be fewer probable customers than among those with higher incomes. It is

name the product makes for itself and recommendations by customers to their friends. Therefore, while it is expensive to get customers at the start of a meat mail order venture, this expense tapers off as the business expands and may become a very nominal figure.

Fairmont Farms specializes in mail order selling of "old style" country-cured hams, 12 to 25 lbs.; "old style" country-cured sorghum-dipped hams, 12 to 25 lbs.; "old style" country-cured aged hams, 12 to 18 lbs.; old style country-cured bacon, 5 to 10 lbs.; old style country-cured sliced bacon in 1/2 lb. and 1-lb. packages and 2 lb. and 5-lb. cartons; pickled tongues in 5-lb. jars and 2-gallon kits; pickled pigs' feet in 2-gal. kits; pineapple baked smoked hams, bone in, 8 lbs. and up; boneless cooked hams, 5 to 8 lbs.; boneless baked hams, 5 to 8 lbs.; lunch tongue; goettinger, thuringer and Mexican chili con carne.

Quality Is Emphasized

The largest mail order demand has been built up for hams and bacon. In all cases the finest possible product is turned out.

Hams and bacon are carefully se-

ness reply envelope, requiring no postage, is inclosed for the convenience of the customer or prospective customer.

Prospect lists are constantly being revised, names of those who do not reply after several solicitations being removed and new names added.

Packing and Shipping

All products are wrapped and packaged securely to protect them from danger of damage during shipment. Products are shipped by parcel post or express, whichever is the more economical, unless definite shipping instructions to the contrary are received from a customer.

On shipments of 100 lbs. delivery charges are paid up to 3c lb. When delivery charges exceed 3c lb., balance is charged to purchaser. Shipments under 100 lbs. are prepaid by the packer and added to invoice, many of the mail order sales being made on open account. Loss through bad accounts has been very small.

Pearl Packing Co., which conducts a packing business in the usual way in addition to its mail order subsidiary, had its beginning about 50 years ago in a small retail store started by Gus Yunker, president of the company. The plant now has a weekly capacity of 75 cattle, 400 hogs, 400 calves and 25 sheep. In addition the company operates an ice manufacturing plant and a public stockyards, at which sales during 1935 reached \$1,500,000. Eighty-three workers are regularly employed. Officers of the company are: Gus Yunker, president; R. A. Yunker, vice president and manager; L. J. Yunker, secretary-treasurer.

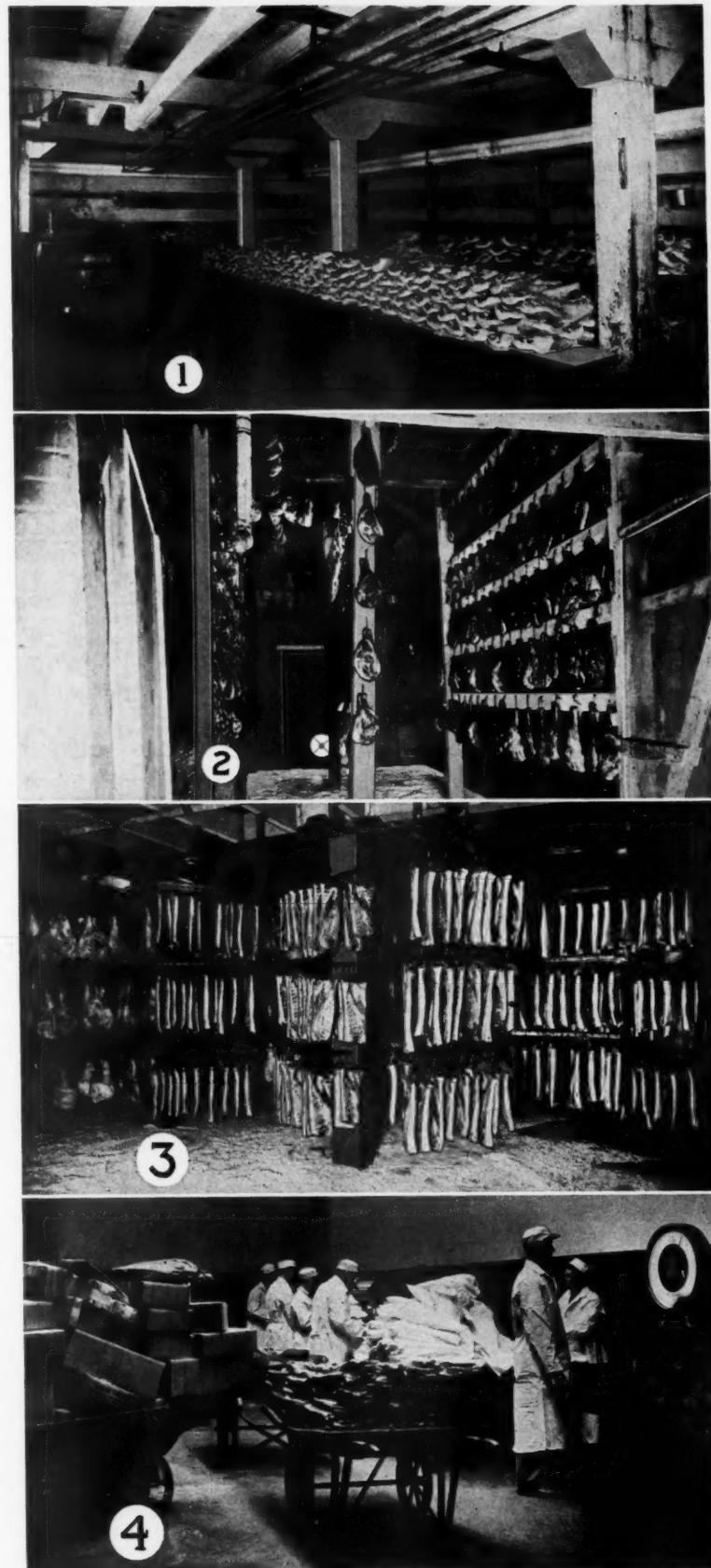
ANOTHER PACKER CLOSES

Shenandoah Abattoir Co., Shenandoah, Pa., has closed its doors owing to rising labor costs. The plant has been in operation for more than 30 years. Some time ago the company employees were organized into a union and secured wage increases. President Albin Melusky, sr., indicated he would be willing to consider any overtures the workers may make. The company recently opened a plant in Lancaster, Pa.

SMOKEHOUSE TO HOME

Scenes from the plant are used in direct-mail literature:

1. CURING.—Only selected hams and bacon; 65-day dry cure.
2. SMOKED HAMS.—Hickory wood smoking for 25 days permits hickory flavor to penetrate all through the meat.
3. SMOKED BACON.—Same method as hams.
4. SHIPPING.—Orders packed and shipped daily to all parts of country.



MERCHANDISING MEAT ☆

• News from the meat selling front • Helps for meat manufacturers and dealers

CHAIN ALLOWANCE *Proposals* Are Rejected as DANGEROUS

AT LEAST two large corporate food chains have offered new contracts to wholesalers and manufacturers of food products containing clauses for the payment of advertising allowances and quantity discounts. This naturally raises a question in the packer's mind as to whether or not these violate the Robinson-Patman law.

A recent review of the situation indicated that food and grocery manufacturers should refuse to enter into such contracts until interpretation of the law makes it clear that this is not only legal but feasible.

Paul S. Willis, president of Associated Grocery Manufacturers of America, when asked about the new contract form being offered by the Great Atlantic & Pacific Tea Co., made the following statement:

"This contract form is excellently drawn and it presents no legal problem to the A. & P., but this and any similar contract agreement does present a real legal problem to the manufacturer.

Problem of the Processor

"The problem does not relate to this contract form by the manufacturer with one customer—rather it relates to the resulting liability in the manufacturer to make a proportionately equal payment available to all competing customers. The manufacturer today has no means of knowing what this liability actually is.

"I have had occasion to review many advertising contract forms submitted by distributors to manufacturers. The distributors apparently cannot sometimes understand why manufacturers do not respond to these requests because the agreements are perfectly legal as they apply to the distributor under the terms of the law."

"The manufacturers faced with the indefinite liability provided by the new law are in quite another position, which must give them pause. They do not wish to invite government cease-and-desist orders, or triple damage suits, or criminal prosecutions under this law. It is a real serious and definite problem for them which only time will aid in solving."

Members of his association, Mr. Willis

said, are planning not to sign the contract for the following reasons:

Reasons for Refusing

"1. The contract is entirely too indefinite with respect to the actual service to be rendered, and

"2. They cannot afford to pay the amount of money involved, fully realizing if they paid it to A. & P. they are obliged to pay on proportionately equal terms to all competing customers.

"This, in the first instance, they cannot afford to do, and secondly it is not good business for them to do so."

for each of the years 1929-1936, inclusive, follows:

July	lbs.
1936	80,176,409
1935	69,315,000
1934	70,755,000
1933	66,241,000
1932	56,962,000
1931	65,767,000
1930	68,596,000
1929	73,592,000

In addition to the record July production of sausage there were produced 8,913,690 lbs. of loaves, head cheese, chili con carne, jellied products, etc.

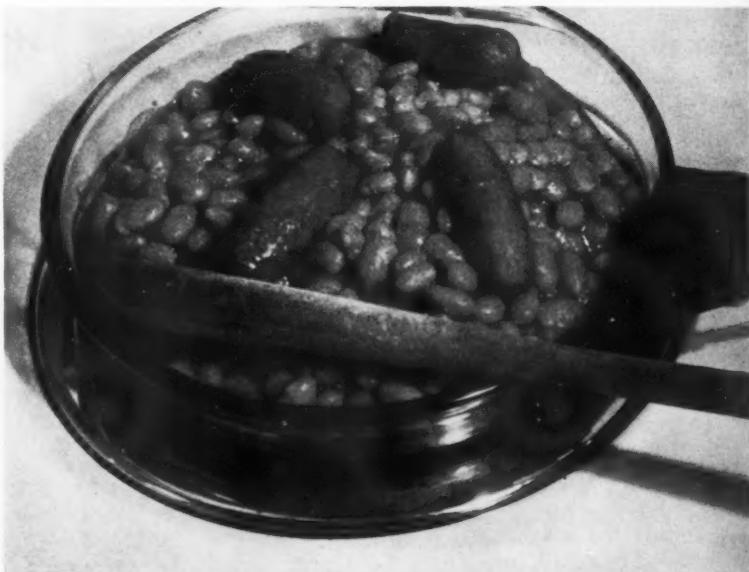
During the first seven months of 1936, compared with like periods of 1935 and 1934, sausage production was as follows:

7 mos.—lbs.
1936
1935
1934

Thus the record production of sausage during the first six months of 1936, as pointed to in THE NATIONAL PROVISIONER of August 22, was continued during the first seven months of the year.

RECORD SAUSAGE OUTPUT

Sausage production under federal inspection during July, 1936, was not only the largest for July during the past eight years, but the largest for any month in that period. July production



COCKTAIL SAUSAGES WITH BAKED BEANS

Substituting cocktail sausages for the usual squares of fat pork in a baked bean combination is the latest boost for sausage. Contents of the 1 lb. 1 oz. can are shown here, turned out of the can ready for warming up for the home table. (Photo N. Y. Herald-Tribune Home Institute.)

MEAT LOCKER *Competition*

Packer and Dealer Should
Watch This Development

MEAT locker service—first designed for storage of meat for farmers produced from their own livestock—has developed into an extensive trade activity in some sections of the country.

Ice companies, creameries, cold storage warehouses — even independent locker companies—have gone into the business. Not only is storage offered for meat for the farmer's own needs, but processing and storage for consumers as well.

Under this arrangement it is possible for anyone to purchase a steer, hog or sheep, have the animal slaughtered at the locker plant if desired and the meat cut into convenient roasts, chops or steaks, wrapped in freezer paper, frozen and stored for use as needed.

They Even Make Sausage

The locker is available to its renter any time, day or night, during the period of his tenancy. A small charge is made for slaughtering, chilling, cutting and wrapping the meat.

Even sausage will be made for the customer at a service charge per pound.

Use of such lockers for fresh meat was preceded by freezing of fruits and highly perishable vegetables, particularly in the Northwest. It is estimated that there are many thousands of such lockers in that section, and the idea has extended into the Corn Belt states, particularly west of the Mississippi River.

Meat Inspection Discouraged

Rental of the locker and charge for each service rendered make cost for the year within easy reach of the average farmer or town dweller. In his locker the renter can store not only beef, pork and lamb, but poultry and other perishables. Little more effort is required to go to the locker and get what he wants than to go to the meat market for his needs.

From a sanitary and public health standpoint the development may be undesirable, as it is a move away from federal inspection of meats and encourages sale and distribution of uninspected meat.

On the other hand, with improved buying power and better prices for livestock, it is a question whether expansion



COLD STORAGE LOCKERS

A rolled rib roast is removed from the cold storage locker by a renter, who pays on the average approximately 2c per pound for the services rendered.

First designed for the convenience of the farmer whose meat supply was furnished by his own livestock, the service has extended to the consumer. It is a new competitive factor in the meat industry.

of the idea will be as rapid as it has been in the past. Locker service makes possible less diversification in the family meat supply, requires use of all cuts from the carcass, and furnishes frozen instead of fresh meat.

Competition With Trade

Continued development of the plan offers sharp competition to the meat

retailer which in turn affects the packer supplying this retail trade.

It is competition that should be studied by the packer, particularly those finding wide outlet for their product in rural and small town areas. With full knowledge of the development as it affects a distributive area, the packer can more readily devise means of meeting it.

Whether or not locker service is something the packer would like to offer to consumers within a limited radius of his plant is a matter for him to decide. In such case he would revert to the class of a custom slaughterer and warehouse operator, receiving for his service a cash fee and certain by-products not desired by those using the locker service. It would be a step backward in meat industry progress.

WILMINGTON EXPANDS

Wilmington Provision Co., Wilmington, Del., has taken over the Joseph Phillips Company, Washington, D.C., famous sausage concern and manufacturers of the Phillips Original All Pork Sausage. This business was founded in 1856 and operated continuously since that time by Fred Spicer and later by his estate. The new owners will continue the original Phillips sausage line and will add a full line of fresh and smoked meats and provisions. Officers of the company are George A. Casey, president; Mark P. Brown, vice president and treasurer; Wm. F. Dubois, secretary. Directors include Max Matthes, Messrs. Casey, Brown and Dubois and Conrad Rechsteiner. Mr. Casey is vice president of the Wilmington Provision Co., Mr. Matthes is its president, Mr. Brown its treasurer and Mr. Dubois was for many years sales head of the Phillips organization. All are well known in the provision and sausage field and in trade organization activities.

MORRELL ON THE AIR

"Tea Time at Morrell's" is the title of a new radio program, sponsored by John Morrell & Co., Ottumwa, Ia., which went on the air over the NBC red network on September 3. It will be continued for 39 weeks.

The broadcasts originate in NBC's Chicago studios and are in the interest of Red Heart dog food. They are much the same type as the Jack Benny programs and feature many radio stars.

ORDER IN ADVANCE

the Extra Copies of the

CONVENTION NUMBER

That You Will Want

Every key man in your organization should have his own personal copy, for the program of the 31st Annual Convention of the Institute of American Meat Packers will contain much of interest to every one of them.

This issue, which will be published October 17, will contain the complete official report of the meetings, proceedings and speeches. It will be full of information to which your men should have access.

As a subscriber, you will receive this issue as one of your regular copies, but order your additional copies in advance, so you will be sure to get them. The price is only 50c.

A limited edition, bound in stiff board cover, with patent circular binding—suitable for your own permanent library—will be printed. Orders will be accepted up to the limit of the edition at \$1 each.

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THE NATIONAL PROVISIONER

407 So. Dearborn Street
Chicago, Illinois

PACKERS Going on Cruise at Time of CONVENTION

WHEN packers meet for their 31st annual convention at Chicago in October one of the novel features will be a cruise to Bermuda for the annual banquet. Without help of the salty breezes, or the motivation of powerful engines, the Good Ship Institute will embark on a cruise down the coast line of the United States, out into the Atlantic, which will begin and end in the grand ballroom of a Chicago hotel, according to the announcement of the Institute. The cruise will end at the Bermuda Islands.

The banquet hall will be converted into the semblance of an ocean liner, guests will pass into it across a real ship's gangplank, and passengers will enjoy all the thrills of a trip across the Gulf Stream—all but the seasickness. That will be synthetic, too, if any.

As announced in last week's issue of THE NATIONAL PROVISIONER the chief dinner speaker will be Sir Willmott Lewis, Washington representative of the London Times—a famous after-dinner orator—and his topic will be one that ranks second in interest only to the national election—"The European Situation."

Section Meetings

Section meetings take place on October 9 and 10, and convention sessions on October 12 and 13, with the annual dinner on the evening of October 13. All sessions and the convention exhibits will be held at the Blackstone Hotel.

Always a major feature of convention programs, the section meetings this year will cover topics of vital interest to those in the industry. Tentative programs for some of these sessions on October 9 and 10—open only to members and associate members of the Institute—are as follows:

ENGINEERING AND CONSTRUCTION SECTION

Friday, Oct. 9, 2 P. M.

Allen McKenzie, Presiding Chairman
H. P. Henschien, Program Chairman

"A Modern Beef Killing Floor," F. A. Lindberg, Armour and Company.

"Recent Applications of Air Conditioning in the Packing Industry," O. F. Gilliam, Carrier Engineering Corp.

"Effect of Air Conditioning on Employees and Quality of Their Work," H. H. Mather, Philadelphia Electric Co.

"Modern Ice Making Systems":

"FlakIce," Crosby Field, FlakIce Corp.

"PakIce," J. A. Heinzelman, Vilter Mfg. Co.

SALES AND ADVERTISING SECTION

Friday, Oct. 9, 2 P. M.

R. H. Gifford, Chairman

"The Robinson-Patman Act," R. F. Feagans, Armour and Company.

Discussion.

"Where the Consumer Did Her Food Shopping in 1935, or Differences in Cost as a Basis for Price Differentials," Howard C. Greer, Institute of American Meat Packers.

"Don't Sell Lard Short," VeNona Swartz, Research Laboratory, Institute of American Meat Packers.

"What the Housewife Wants," (speaker to be announced).

"Modern Meat Merchandising," R. W. Doe, Vice President, Safeway Stores, Inc.

OPERATING SECTION

Saturday, Oct. 10, 9:30 A. M.

R. F. Eagle, Presiding Chairman
H. J. Koenig, Program Chairman

"Use of Oil as Heating Fuel in the Smoking of Sausage," Gottfried Mayer, Oscar Mayer & Co.

"Effect of Heat on Sugar, Nitrite and Nitrate in Preparation of Pickle," George Beach, Institute of American Meat Packers.

"Effect of Cooking on the Nitrite of Soda Content of Cured Meats," W. Lee Lewis, Institute of American Meat Packers.

"Analytical Survey of Cured Meats," Charles J. Mighton, Institute of American Meat Packers.

"Some Practical Problems Met in Lard Manufacture," Frank C. Vibrans, Institute of American Meat Packers.

"Aging and Tendering of Meat":

"Some Experimental Results," George A. Horne, Merchants Refrigerating Co.

"Scientific Aspects," J. M. Ramsbottom, Swift & Co.

"The Roto-Cut Sausage Machine," H. D. Teft, Institute of American Meat Packers.

Programs of the Sausage Division and the Accounting Section will be announced later.

CALIFORNIA PACKERS MEET

At a dinner meeting of packers in Northern California held on the evening of September 1 in San Francisco,

speakers were George M. Lewis, associate director of the Department of Marketing of the Institute of American Meat Packers, who discussed the outlook for livestock supplies, Davenport Phelps, of the National Live Stock and Meat Board, and E. F. Forbes, director of the Western offices of the Institute of American Meat Packers.

Those present at the meeting included James Allan and Douglas Allan, James Allan & Sons, San Francisco; A. Alpert, Alpert Packing Co., I. M. Hoagland, Dan Shellooe, H. Winchell and Ed Topping, Armour and Company; Frank DeBenedetti, Del Monte Meat Co., San Francisco; Peter Lynch and Arthur Corder, Grayson-Owen Packing Co., Emeryville, Calif.; E. R. Hill, Broderick, Calif.; C. J. Considine and Ed Fitzgerald, Geo. A. Hormel & Co., San Francisco; Harold Selig, J. G. Johnson, Inc., San Francisco; H. M. Hannum, W. B. Miller and J. M. Norris, Kingan & Company, San Francisco; Frank McDermott, Lewis & McDermott, Berkeley, Calif.

F. M. Klepe, Carl Meyer and Harry Wilbur, H. Moffat Co., San Francisco; Davenport Phelps, National Live Stock & Meat Board; Nate Nelson, Nelson Meat & Livestock Co., San Jose, Calif.; K. A. Shriener, Rath Packing Co., San Francisco; Louis Nonneman, So. San Francisco Packing & Provision Co.; Carsten E. Schmidt, San Francisco Wholesale Butchers Board of Trade, San Francisco; Roy Sumski, Sumski & Harband, San Francisco; Robert Swanson, C. Swanston & Son, Sacramento, Calif.; Dean Dickerson, Frank Kelley, Herbert Roth and Earl Fuller, Swift & Company, San Francisco; John Tiedemann, and Harry Chichester, Tiedemann & Harris, San Francisco; H. Deller, Tudesko & Deller, Broderick, Calif.; J. W. Johnson and Wm. Noland, Valley Meat Company, Marysville, Calif.; E. F. Forbes, Institute of American Meat Packers, San Francisco; George M. Lewis, Institute of American Meat Packers, Chicago.

PACKER SEEKS TAX RELIEF

Motion was filed by the government in the U. S. district court in Ohio to dismiss complaint of William Focke's Sons Co., Dayton, O., against the collector of internal revenue, seeking to restrain collection of taxes imposed by the revenue act of 1936, and to get a return of \$272,521.81 paid in processing taxes from the time the AAA went into effect in 1933 until early in 1935. In his motion to dismiss the bill of complaint the district attorney claimed a misjoinder of causes of action, and held that the district court was without jurisdiction to restrain or enjoin the collection of the taxes involved.

A good man may meet a good job through the "Classified" pages of THE NATIONAL PROVISIONER.

SYLPHCASE K CASINGS

(Reg. U. S. Pat. Off.)



Are your products dressed up in keeping with their quality? Sausage well packaged is half sold.

SYLPHCASE K Casings attractively printed will lend to your product a note of

SYLPHCASE K Casings are Strictly Kosher

quality that will create a demand for it.

These casings have clarity and sheen. They display the natural appetizing color and richness of the meat, keep it fresh, and preserve the true meat flavor.

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PRACTICAL POINTS

for the Trade

Chicken Tamales

A manufacturer of meat specialties writes to ask:

Editor THE NATIONAL PROVISIONER:

Can you send us a formula for making chicken tamales?

Tamales may be made with chicken, the following formula applying to small scale preparation. It can be translated into large scale production if desired.

The tamale filling is prepared in following manner: Take about 2 lbs. 3 oz. of white corn meal with a pinch of lime and boil in water until cooked. Then drain most of water off and knead until it looks like dough. Place in a large bowl and beat into it a cup of melted lard and 1 tablespoon of salt, beating for over an hour.

The sauce is made by grinding together with a little water 6 red dry peppers, 6 black dry peppers, a cup of skinned cooked almonds, 2 teaspoons of caraway seed and 1 cup of dry raisins. Then take a whole chicken which has been cooked until well done and cut up into small pieces. Pour the sauce over the chicken and cook until it all looks like a heavy thick stew. Add a pinch of salt.

Place a large spoonful of the corn meal filling near the base of a corn husk or parchment paper designed for the purpose and in the center insert some of the chicken and a spoonful of the sauce. Bend over the edges of the husk or parchment so that contents do not spill out.

The tamales are then steamed in a large steamer for about an hour, over a hot, even fire. The texture of the cooked tamale should be similar to that of corn bread.

CLEANING CALF CASINGS

Can calf casings be cleaned and saved? An Eastern packer writes:

Editor THE NATIONAL PROVISIONER:

Is there a practical method of cleaning and saving calf casings? If so, will you please send us directions?

Very few calf casings are saved in the meat industry. They are very tender and break so easily that cost of finished product is high in relation to quantity produced. These casings are handled the same way as beef rounds but require very careful handling at every turn to avoid breakage.

When intestine is taken from the carcass the round is cut loose from fat where it joins bung, then separate it

from the fat, being careful not to break the intestine as this is being done. Intestine is then stripped free of its content under a spray of warm water and after being stripped the casings are dropped into a tub of warm water. The casing must be free of fat and it is in this fatting process that much breakage takes place.

The casing is then turned inside out by hanging it over nails located close together in a vat of luke warm water. These nails puncture a hole in casing, the operator turns back edge of opening and makes little sacks by filling turned back part with water. The sacks so formed are then hung on adjacent nails. Weight of water causes casings to slip into bags and turn inside out.

The casing is then carefully slimed by hand. After sliming it is put in a vat of cold water, 45 to 50 degs. F. and held there until it can be inflated with air and inspected. It might be worth while for this packer to try out a few lots of intestines to see if they could be handled satisfactorily. When stuffing, care must again be taken to avoid breakage.

Cleaning Hog Casings

New methods for cleaning casings have been devised whereby the casings are cleaned and ready for salting a short time after they leave the killing floor.

This is a far cry from the old method of soaking casings 24 or 48 hours at high temperatures, when oversoaked casings resulted in heavy losses and undersoaked product was difficult to slime, and when the odors attendant on this soaking and sliming process were very objectionable.

While increase in yield and the saving in labor are important in this new process, perhaps the most important features of mechanical cleaning are the speedy handling of the product and the elimination of all offensive odors.

A description of this method has been printed by THE NATIONAL PROVISIONER. Copy can be secured by sending a 25c stamp with request, as follows:

The National Provisioner,
407 So. Dearborn St., Chicago, Ill.

Please send me copy of article describing modern method of cleaning hog casings.

Name.....

Street.....

City
(Enclosed find 25c in stamps.)

OPEN KETTLE SUET

A small packer writes to ask how beef suet can be rendered in an open kettle. He says:

Editor THE NATIONAL PROVISIONER:
Can you send us directions for rendering beef suet? We should like to do so in an open kettle.

Suet to be rendered should be strictly fresh and should be kept cold from the time the animal is slaughtered until the rendering is done. Best results will be secured if only a short time elapses between killing and cooking the fat. The suet is hashed and thrown into the steam-jacketed kettle. A priming charge of rendered fat is frequently used to float pieces of suet and bring them into contact with the jacket.

When kettle is charged the steam is turned into the jacket. Twenty-five to 30 lbs. pressure should be enough to render the suet properly. Surface of the kettle should be clean so that heat is easily transmitted through it. It is desirable to agitate the fat during the rendering process. Heat may be turned off a few moments before the cooking is completed, or when only a little steam is coming from the kettle.

The fat is strained after cooking to remove all cracklings and settling, run into containers and chilled quickly. It is kept under refrigeration until needed.

CURING TEMPERATURES

A Midwestern packer writes to ask about influence of temperature on the speed of curing. He says:

Editor THE NATIONAL PROVISIONER:
How fast does cure work on soft meat in temperatures ranging from 37 to 45 degs., up and down? On meat at 46 degs. going into cure?

Soft or oily meat is handled through the curing process the same as any other meat, but if it goes into cure soft it will come out that way. It is dangerous to put meat at a temperature of 45 degs. into cure, as there is too much possibility of loss through spoilage. Meat should have an inside temperature of around 38 degs. when it goes into cure and curing should be conducted at 36 to 38 degs.

In curing hams and bellies with either nitrate, nitrite or a mixture of nitrate and nitrite the curing time is the same. If frozen meats are being cured, the cure penetrates somewhat more quickly than in the case of meats not frozen. The function of either nitrate or nitrite is primarily that of color fixation, while the curing action is primarily due to the salt.



**... This is what moisture
can do to an ordinary wrapper**

BUT we don't douse our wrappers in water", you may say. Of course you don't. But there's a surprisingly lot of moisture in meats. And unless you use the right kind of wrapper, this moisture will work through the fibres and the wrapper will weaken and tear. Your product will not be getting adequate protection.

Ordinary wrappers may be grease-proof. But that's not enough. To give complete protection a wrapper must be BOTH grease-proof and *insoluble*—like Patapar.

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Patapar
THE POPULAR NAME FOR PATERSON VEGETABLE PARCHMENT

Page 20

**Meats contain high
percentage of water**

BACON	32.7%
DRIED BEEF . .	50.8%
CHICKEN	74.2%
HAM	39.5%
PORK LOINS . .	60.3%
PORK SAUSAGE .	46.2%

*Figures published by
U. S. Dept. of Agriculture*



... keeps its full strength when wet

The National Provisioner

Recent Patents

New Devices Relating to the Meat and Allied Industries on Which U. S. Patents Have Been Granted.

Sausage Linking Machine.—George A. Hillery, New Orleans, La. This apparatus consists of two hinged frames between which stuffed sausage to be linked is placed. When frames are closed upon sausage fixed engaging parts constrict the casing. Granted August 25, 1936. No. 2,052,092.

Preparing Fresh Meat.—William J. Dubil, Los Angeles, Calif., assignor of one-half to Edward J. Hubik, South Gate, Calif. Method comprises subjecting meat to a temperature between approximately 18 to 25 degs. Fahr., depending on its fatty consistency, for a period of approximately 48 hours, thawing the meat to approximately 30 to 32 degs. Fahr. and slicing into very thin slices. Granted August 25, 1936. No. 2,052,221.

Fat Stabilization.—Donald P. Gretties, Chicago, Ill.—Method of stabilizing lard, comprising addition and thorough incorporation of crude soya bean oil. Granted August 25, 1936. No. 2,052,289.

Dehairing Machine.—John B. Middaugh, Chicago, Ill., assignor, by mesne assignments, to Packers Equipment Development Co., Chicago. This patent includes combination of a rotating dehairing device, its driving means, and a method for moving the dehairing device transversely while in motion for discharge of carcass. Granted June 16, 1936. No. 2,044,179.

Ham Boiler.—Hans Adelmann, New Rochelle, N. Y., assignor to Ham Boiler Corp., Port Chester, N. Y. A ham mold of conventional type containing means to seal mold against entrance of extraneous matter and permit escape of juices extruded from meat during cooking. Granted August 18, 1936. No. 2,051,360.

Refining Crude Fats and Oils.—Eric William Fawcett, Northwich, England, assignor to Imperial Chemical Industries, Ltd., a corporation of Great Britain. To secure high yield, fat or oil is subjected to a breaking treatment with a small amount of alkaline agent. Impurities are separated, and treated material is submitted to distillation under a high vacuum, corresponding to a pressure lower than 0.01 millimeter of mercury, under short path conditions and at such temperature as to cause distillation of a relatively small fraction containing fatty acid impurities. Granted July 14, 1936. No. 2,047,196.

Margarine and Oil for Use Therein.—Hans W. Vahlteich, New York City, Carl H. Haurand, North Plainfield, and

Ralph H. Neal, Bayonne, N. J., assignors to The Best Foods, Inc., New York City. A margarine oil comprising a hydrogenated cottonseed oil having a melting point of about 95 to 96 degs. Fahr. and a setting point of 76 to 78 degs. Fahr. Also a margarine oil, as defined, including about 16 to 20 per cent glycerides of iso-oleic acid and about 0 to 5 per cent of linoleic acid. Granted July 14, 1936. No. 2,047,530.

Stabilization of Fats and Oils.—Carl S. Marvel, Urbana, Ill., assignor to E. I. du Pont de Nemours & Co., Wilmington, Del. Animal and vegetable fats and oils having incorporated therein, in an amount sufficient to retard deterioration, an organic ester of tyrosine. Granted July 14, 1936. No. 2,047,642.

Refining Vegetable Oils.—Edward M. James, Moylan, Pa., assignor to Shaples Specialty Co., Philadelphia, Pa. This method comprises intimately mixing oil and alkali for not more than five minutes to effect neutralization of free fatty acids. Promptly thereafter neutral oil is separated from soap stock and other impurities to produce an oil containing only slight traces of residual impurities.

Neutral oil is passed continuously from separating step into contact with water and mixed with latter. Oil is then separated from water and other residual impurities. Granted August 11, 1936. No. 2,050,844.

Producing Edible Fatty Esters of Synthetic Origin.—Harvey D. Royce, Savannah, Ga., assignor to Southern Cotton Oil Co., New Orleans, La. This process comprises the reacting of cottonseed oil and glycerol, in the proportion of about 5 parts of oil to one of glycerol, adding to the mixture 0.1 to 2.0 per cent of concentrated phosphoric acid, and separating the clear supernatant liquid from the acid foots which settle therefrom. Granted July 28, 1936. No. 2,048,818.

Knives for Meat Choppers.—Adolph O. Schaefer, Brooklyn, N. Y., assignor to Atlantic Service Co., Brooklyn, N. Y. A feature of the carrier frames and knives is the design which prevents radial movement of the knives and their removal, but allows the knives to rock throughout their length. Granted July 28, 1936. No. 2,049,083.

Meat Former.—Charles T. Walter, Chicago, Ill., assignor to Swift & Company, Chicago. A device for compressing frozen product, consisting of a flat revolving drum, compression boxes, a compression lever and means for ejecting compressed product from compression boxes. Granted September 1, 1936. No. 2,052,734.

Hog Drop.—Frederick T. Brewster, Watertown, S. D., assignor to Industrial Patents Corp., Chicago, Ill. Arrangement comprises rotatable picker discs and an inclined rail for conveying shackled hogs to them. Picker discs are adapted to release shackle from hog. Granted September 1, 1936. No. 2,052,749.

Brands and Trade Marks

In this column from week to week will be published trade marks of interest to readers of THE NATIONAL PROVISIONER. Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly with the U. S. Patent Office.

TRADE MARK APPLICATIONS.

Z Processes, Inc., Jersey City, N. J. For frozen foods, namely frozen vegetables and ducks. Trade mark: Z in a square. Claims use since August, 1933. Application serial No. 376,824.

Vita-Fresh Dog Food Corp., Long Island City, N. Y. For dog food. Trade mark: VITA-FRESH over the picture of a dog. Claims use since April 20, 1936. Application serial No. 378,768.

Sentry Packing Co., Stockton, Calif. For dog and cat food. Trade mark: SENTRY above portrait of a dog. Claims use since November 19, 1932. Application serial No. 380,023.

Bakers Brands, Inc., St. Louis, Mo. For packaged or boxed dog food. Trade mark: HERO. Claims use since July 1, 1935. Application serial No. 376,188.

Ramsdell Packing Co., Rockland, Me. For canned food for carnivorous animals. Trade mark: KATZ FOOD beneath picture of a cat. Claims use since April 4, 1936. Application serial No. 378,232.

Ready Foods Co., Inc., Chicago, Ill. For canned foods for dogs, cats and other carnivorous animals. Trade mark: LUSTY. Claims use since May 31, 1936. Application serial No. 380,306.

Ready Foods Co., Inc., Chicago, Ill. For canned foods for dogs, cats and other carnivorous animals. Trade mark: SAMSON. Claims use since May 31, 1936. Application serial No. 380,307.

The Proctor & Gamble Co., Cincinnati, O. For margarine fat. Trade mark: PROM-A-FLAKES. Claims use since February 18, 1936. Application serial No. 376,774.

Foster Canning Co., Inc., doing business as Glendale Canning Co., Glendale, Long Island, N. Y. For canned food for dogs, cats and other carnivorous animals. Trade mark: RED CHIEF. Claims use since February 27, 1935. Application serial No. 380,273.

Charles V. Herron, doing business as Charles V. Herron Co., Evansville, Ind. For canned foods for carnivorous animals. Trade mark: TALLY-HO. Claims use since November 13, 1934. Application serial No. 378,433.

The Humko Co., doing business as Tri-State Refining Co., Memphis, Tenn. For shortening made from vegetable and animal fats. Trade mark: RICH-TEX. Claims use since June 30, 1936. Application serial No. 380,638.



HERE is a corkboard with a FLEXIBILITY that was previously unknown, possessing far GREATER STRENGTH and BETTER INSULATING qualities than corkboard made by the old, bake-oven methods.

Many years were required in research and testing to perfect United's B.B. (Block Baked) Corkboard. The heat is applied to the moulds in a way that avoids partial charring and breakdown of the cork granules. The cork retains its natural resiliency and strength with increased insulating qualities. The new B.B. method is one of the greatest advancements in corkboard manufacture since the inception of the industry.

United's B.B. Corkboard is made in blocks measuring up to 36" wide x 40" long and from 1" to 16" thicknesses. As a user of insulation, you are interested in the longer life, easier installation and greater efficiency of United's B.B. Corkboard. It costs no more. Write for full particulars . . . today.

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UNITED'S CORK-BOARD is 100% pure corkboard, made to U. S. Bureau of Standards' specifications.

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BONE DRY INSIDE, WHEN
IT'S DRIPPING WET OUTSIDE

. . . PLUS ★"MORE MILEAGE"
PERFORMANCE



A packing plant motor that is drip-proof and splash-proof because:

- (A) Cast iron air intake baffle prevents entrance of splashing water. Even distribution of cooling air by means of cooling air intakes at both ends of motor prevents hot spots in windings.
- (B) Cast-iron conduit box can be installed at any angle.
- (C) Air outlet openings on both sides of motor are splash-protected.
- (D) Rigid feet cast integrally with frame.
- (E) Double machined water-tight fit between brackets and frame.

Around separating tables, hashers, mixers, casing cleaning machines and scalding tubs where splashing water often endangers electrical equipment, this Westinghouse drip-proof, splash-proof motor gives more mileage!

This motor has such features as dual protected windings, taped end turns and radio frequency tested insulation . . . plus special drip-proof, splash-proof construction that keeps moisture out. The solid cast frame and end brackets resist corrosion. Can be supplied with sealed sleeve or with ball bearings.

Write for a copy of D.M.F. 5609. It contains more information on this motor and on other splash-proof apparatus. J 2048

WESTINGHOUSE ELECTRIC & MFG. CO., EAST PITTSBURGH, PA.



***MORE MILEAGE**
Convert the turning motion of an electric motor into distance and you will be amazed at the mileage that can pile up during its lifetime. Make sure of more mileage . . . longer, trouble-free life . . . by specifying Westinghouse motors and control for all your machinery drives.

Westinghouse

The National Provisioner

REFRIGERATION *

and Air Conditioning

SMOKED Meats

Air Conditioning in Hanging Room Saves Money

AIR conditioning in the smoked meat hanging room reduces shrinkage losses and contributes to products of more uniform quality.

When planning the refrigerating-air conditioning system for this department, however, conditions existing and results desired must be taken into consideration.

Contrary to general practice, meats out of the smokehouse should not hang in the smokehouse alley in natural temperatures, regardless of season, until they are cool. When this practice is followed there is a moisture loss and a further shrink caused by fat dripping.

To prevent these losses the hot meats should be placed in the smoked meat room and chilled enough to prevent fat drip as soon as possible. To a certain extent, therefore, conditions in this room at certain periods are analogous to those in carcass chill rooms—heat from the product must be withdrawn quickly.

Distribution Determines Temperatures

Choice of temperature in the smoked meat room may be within reasonably wide limits, but depending to a considerable extent on the methods by which products are distributed.

A packer who does a local business and delivers products in unrefrigerated trucks should maintain a higher temperature in his smoked meat room than the one who uses refrigerated trucks or ships product in refrigerated cars.

In hot humid weather, if temperature of products from smoked meat room is below dewpoint temperature of outside air, there will be condensation of moisture on products and favorable conditions created for development of mold and slime.

The packer who ships smoked meats in refrigerated cars and trucks ought to hold products at a lower temperature, for neither cars or trucks ever were intended to be chill rooms, but merely to hold temperatures at safe points.

Insect pests are another factor to be taken into consideration. Flies shun a temperature of 60 degs. Fahr. or lower. To prevent damage during the fly season, therefore, a temperature in the

smoked meat room of at least 55 to 60 degs. should be maintained.

High Humidity Required

Since smoking is a preserving process, temperature factor in the smoked meat room, considered solely from the standpoint of maintenance of product quality, is not important. On the other hand, a rather close humidity regulation in the room is essential to prevent shrink. This should not be so high that salt in product will attract moisture from the air and damage appearance. On the other hand, shrink must be kept low. The upper limit of relative humidity for the smoked meat room is 80 to 85 per cent, depending on strength of cure.

With the foregoing in mind it will readily be appreciated why the refrigerating system for the smoked meat room must be designed for the particular conditions. Working haphazardly will seldom give the most satisfactory results. The equipment must be engineered for the job and operated in such a manner as to maintain temperatures and humidities within desired limits.

To secure uniform temperatures in all portions of a smoked meat hanging room positive methods of air circulation should be used. Unit coolers are being

HUMIDITY MORE IMPORTANT THAN TEMPERATURE

Choice of temperature to be used in a smoked meat cooler may be made within a reasonably wide range, but to prevent shrink a rather high relative humidity (not above 80 or 85 per cent) should be maintained.

This is a view in the smoked meat cooler of the Weil Packing Co., Evansville, Ind.

used satisfactorily. The brine spray type generally is used. They can be selected and operated to maintain required conditions.

CUTTING CAR ICING COSTS

The recent action of the Interstate Commerce Commission ordering increased charges for protective service to perishable freight has intensified the search—under way for several years—whereby economies can be effected in maintaining necessary low temperatures in refrigerator cars.

At least two packers have been active in this direction. One, who has been experimenting with solid carbon dioxide in combination with water ice, is reported to have developed a method whereby decided savings are made in cost of re-icing cars carrying meat from the Central West to east and west coast points. As the icing method is still in the experimental stage this packer has made no statement of actual savings.

Another packer, in conjunction with one of the larger railroad systems, is testing out what is said to be an improved type of refrigerator car. This car differs from the orthodox type in having metal ice bunkers, eight in number, suspended from roof. A considerable saving in re-icing cost through use of this car is anticipated.

REFRIGERATION NOTES

Work on new cold storage plant, Poplarville, Miss., is nearing completion.

Jackson Cold Storage Co., Jackson, Minn., has let contract for erection of





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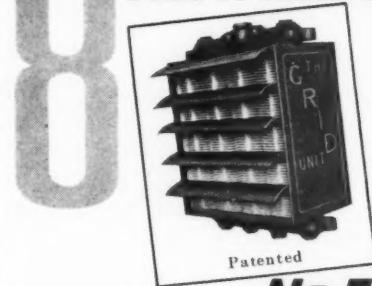
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G R I D
UNIT HEATER

cold storage and locker refrigeration plant.

Erection of addition to cold storage warehouse of Berg Bros., Canby, Ore., is announced.

T. E. McAllister and Elmer Cope are erecting cold storage plant at Lamesa, Tex.

Ed Weisbrod has purchased cold storage system with 200 lockers and will install it at Fenton, Ia.

Rock Rapids Creamery, Rock Rapids, Ia., is considering installation of 400 individual cold storage lockers.

Town of Ponchatoula, La., will construct \$132,000 ice and cold storage plant and has applied for a PWA grant of \$59,000.

Brazil Ice and Cold Storage Co., Brazil, Ind., will resume business after a three-year period of idleness.

Walter Rundlett, Denison, Ia., is erecting cold storage plant.

PACKERS ARE MODERNIZING

Streator Packing Co., Streator, Ill., has been incorporated by Elgy Wimp and Paul Goldschmidt, New Lenox, and Leon Borkovitz, Chicago. Mr. Wimp is president of the new company and Mr. Goldschmidt, secretary. The company has acquired the property of the Streator Car Co., which will be completely remodelled and designed for modern meat packing operations.

Dixon Packing Co., Houston, Tex., has purchased a 3-acre tract of land from the Port City Packing Co. for a proposed new packing plant, planned to cost \$75,000.

Hagan & Cushing packing plant at Moscow, Idaho, was destroyed by fire recently with an estimated loss of \$75,000. Plans are under way for rebuilding with all modern improvements.

Levy Meat Co., Kansas City, Kans., plan an addition to their plant to provide for added office space, storage and a garage. The company recently completed a new cooler.

Baum Packing Co., Kansas City, Kans., will build new coolers of brick and steel construction, with modern air conditioning.

Chicago Dressed Beef Co., Worcester, Mass., is rebuilding and enlarging the old Darling plant at Worcester, doubling its capacity. Work will be completed soon and the plant placed in operation in about a month.

Memphis Packing Corporation, Memphis, Tenn., has filed plans for a one-story plant addition to cost, with equipment, close to \$100,000.

FROZEN POULTRY IN STORAGE

Storage stocks on hand September 1, 1936, with comparisons:

	Sept. 1, 1936.	Aug. 1, 1936.	Sept. 1, 1935.
	M. lbs.	M. lbs.	M. lbs.
Broilers	16,314	8,230	4,984
Fryers	3,803	1,947	1,267
Roasters	3,731	3,888	2,097
Fowls	12,651	8,050	4,347
Turkeys	7,974	9,971	9,006
Ducks	4,964	3,895	4,359
Miscellaneous	15,820	13,229	8,851
Total	65,257	49,220	34,911

PRODUCE IN COLD STORAGE

Cold storage holding of butter, cheese, and eggs on September 1, 1936:

	Sept. 1, 1936.	Aug. 1, 1936.	Sept. 1, 1935.
	M. lbs.	M. lbs.	M. lbs.
Butter, creamery	112,143	103,259	156,855
Butter, packing stock	1,254	1,114	297
Cheese, American	90,341	80,735	92,767
Cheese, Swiss	4,458	4,006	4,853
Cheese brick & Munster	1,592	1,520	788
Cheese, Limburger	1,006	1,023	894
Cheese, all other	10,156	10,119	6,540
Eggs, shell, cases	6,977	7,335	7,373
Eggs, frozen (lbs.)	108,152	115,485	112,585
Frozen, case equivalent	3,090	3,300	3,217
Total case equivalent both shell & frozen	10,067	10,635	10,590

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Week ending September 19, 1936

brands in areas not now serviced by that company. This arrangement in no wise affects or changes the identity, management, operation or ownership of this cooperative creamery company. R. E. Pearsall, vice president of Armour and Company in charge of the produce division, said the arrangement would give his company an additional supply of dairy and poultry products to fill its demand for quality products under the Armour brand.

PACKER AND FOOD STOCKS

Price ranges of listed stocks, Sept. 16, 1936, or nearest previous date:

	Sales Week Ended Sept. 16.	High Sept. 16.—	Low Sept. 16.—	Close Sept. 16. Sept. 9.
Amal. Leather	3,300	2%	2%	2%
Do. Pfd.	1,500	55 1/2	55 1/2	54 1/2
Amer. H. & L.	3,200	5 1/2	5 1/2	5 1/2
Do. Pfd.	1,200	36 1/4	35 1/2	35 1/2
Amer. Stores	700	27	27	27 1/2
Armour Ill.	12,300	5 1/2	5 1/2	5 1/2
Do. Pr. Pfd.	1,400	79 1/2	79 1/2	78 1/2
Do. Del. Pfd.	200	108	108	110 1/2
Beechnut Pack.	300	94	94	96
Bohach, H. C.	175	9 1/2	9 1/2	9 1/2
Do. Pfd.	40	55	55	55 1/2
Chick. Co. Oil.	5,000	19%	18%	18 1/2
Childs Co.	9,400	10 1/2	9	9 1/2
Cudahy Pack.	—	—	—	37
First Nat. Strs.	2,300	47 1/2	46 1/2	46 1/2
Gen. Foods	6,700	39%	38%	39%
Gobel Co.	1,700	4%	4%	4 1/2
Gr. A & P Ic. Pfd.	50	125	125	126
Do. New	160	116	116	116 1/2
Hormel G. A.	200	18 1/2	18 1/2	18 1/2
Hygrade Food.	600	3 1/2	3 1/2	3 1/2
Kroger G. & B.	2,700	20%	20%	20%
Libby McNeill.	3,450	9 1/2	9	9 1/2
Mickelberry Co.	12,200	4 1/2	4	4
M. & H. Pfd.	710	6 1/2	6 1/2	6 1/2
Morrell & Co.	300	47	46 1/2	46 1/2
Nat. Leather	600	1 1/4	1 1/4	1 1/4
Nat. Tea	3,800	9 1/2	9 1/2	9 1/2
Proc. & Gamb.	1,700	46 1/2	46 1/2	46 1/2
Do. Pr. Pfd.	110	118	118	118
Rath Pack.	50	25 1/2	25 1/2	25 1/2
Safeway Strs.	3,200	30 1/2	29 1/2	29 1/2
Do. 6% Pfd.	250	110 1/2	110 1/2	110 1/2
Do. 7% Pfd.	310	112	112	112
Stahl Meyer	—	—	—	2%
Swift & Co.	11,550	22%	22	22 1/2
Do. Int'l.	2,600	30 1/2	30 1/2	31 1/2
U. S. Leather	1,600	6 1/2	6 1/2	6
Do. A	7,600	13 1/2	13 1/2	13 1/2
Do. Pr. Pfd.	100	94	94	94
Wesson Oil	4,700	41	38	39
Do. Pfd.	500	82	82	82
Wilson & Co.	6,900	8 1/2	8 1/2	8 1/2
Do. Pfd.	700	77 1/2	77 1/2	77 1/2

For good experienced men try the "Classified" page of THE NATIONAL PROVISIONER.

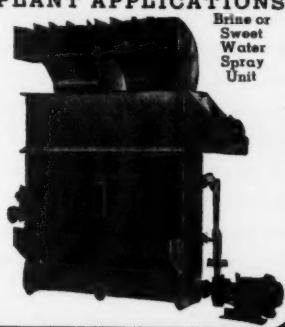
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Taylor Temperature and Humidity Control reduces shrink and keeps it under close control. It maintains a constant smoking temperature and humidity. It keeps meats *bright, clear* and *clean* in appearance. It helps to

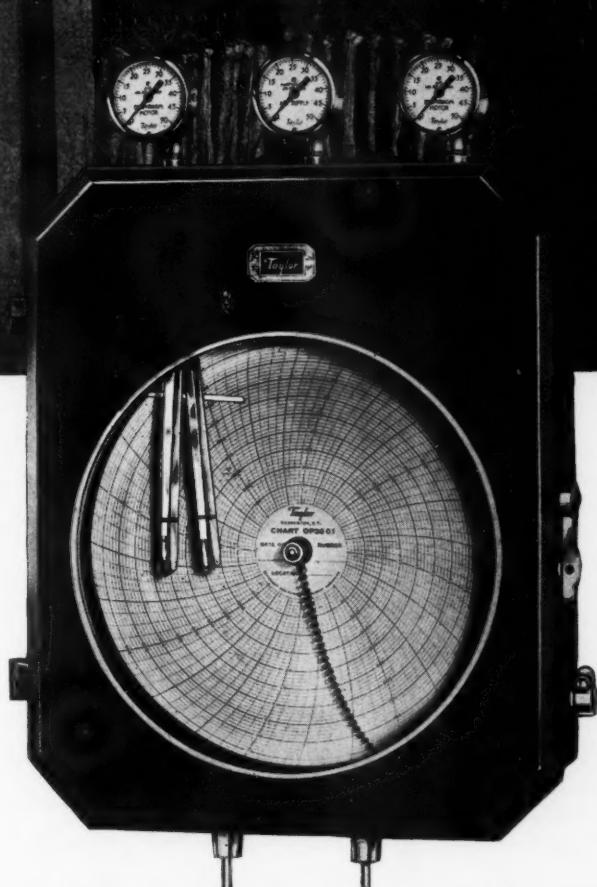
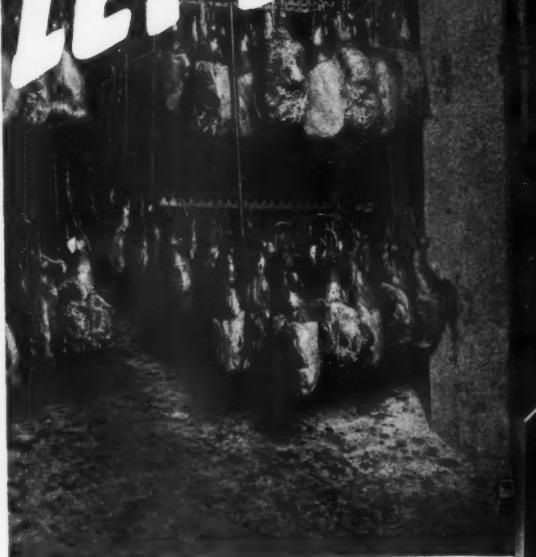
eliminate degrading. And it hastens the smoking operation by keeping temperature and humidity uniform.

The instrument which makes the Taylor System so efficient and reliable is the Taylor "Dubl-Duty" Fulscope Temperature Controller which automatically controls the wet-bulb and dry-bulb temperatures and writes a permanent chart record of both. The Universal Sensitivity Adjuster—the feature of this Controller—makes it easy to obtain any type of regulation needed. There's one simple dial adjustment. That's all. And at any time you can repeat exactly any temperature and humidity condition you want for any

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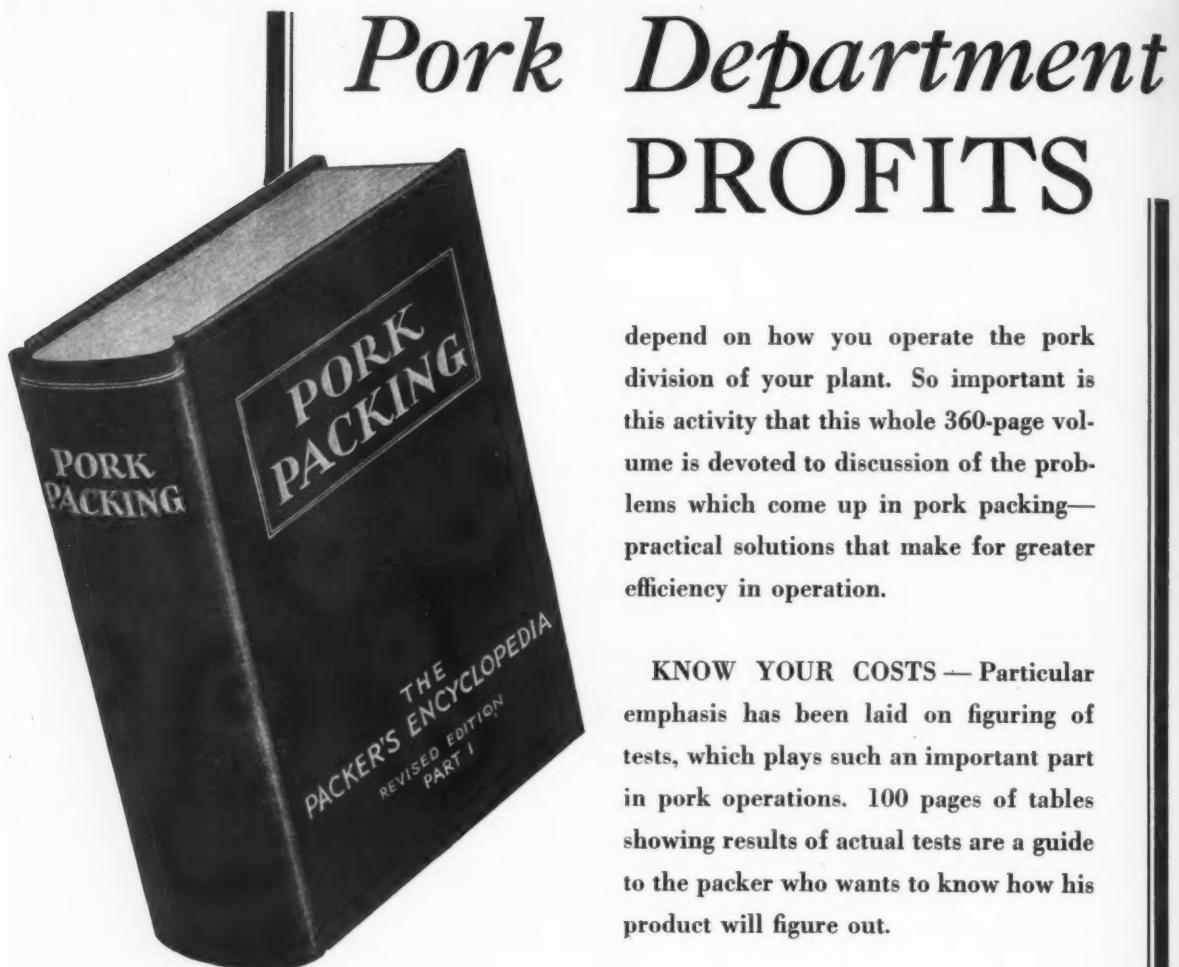
Recording

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Week ending September 19, 1936

Page 27



Pork Department PROFITS

depend on how you operate the pork division of your plant. So important is this activity that this whole 360-page volume is devoted to discussion of the problems which come up in pork packing—practical solutions that make for greater efficiency in operation.

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THE NATIONAL PROVISIONER

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The National Provisioner

PROVISIONS AND LARD ★

WEEKLY MARKET REVIEW

A LOWER range featured the market for hog products the past week, especially lard, inspired by comparatively liberal hog receipts and a lower hog market. The latter served to offset a slightly better tone in grains but buying power was not sufficient to take the surplus out of the pit and as a result the undertone was somewhat easier. A reactionary tendency in cotton oil, due to a disappointingly small August consumption, also served to depress lard to some extent.

Cash demand for product was fairly good and lard stocks decreased moderately at Chicago the first half of the current month. However, decreases in stocks were not sufficient to influence sentiment in view of prospects of continued comparatively liberal hog marketings this fall.

There are a great many believers in edible fats around these levels, but there

is no disposition to press advances at this time pending developments in commodities in general. The foreign situation remains somewhat unsettled and has a tendency to make for more or less cautiousness for the time being.

Hogs and Product Lower

Pork loins at Chicago were in rather slow demand and were easier this week, being quoted at 16½@25½c a pound wholesale, the latter showing a decline of 1½c on the week.

Receipts of hogs at Western packing points last week totaled 259,400 head, compared with 216,700 head the previous week and 178,700 head the same week last year. Average price of hogs at Chicago at the outset of the week was 9.95c, compared with 11.15c a year ago, 7c two years ago and 4.35c three years ago. Top hogs at midweek were 10.80c compared with 11.40c the previous

week. Average weight at Chicago last week was 266 lbs., against 263 lbs. the previous week, 261 lbs. a year ago and 243 lbs. two years ago.

Lard production during July, 1936, was officially placed at 82,952,000 lbs. compared with 45,772,000 lbs. in July 1935, and a five-year-July average of 102,776,000 lbs.

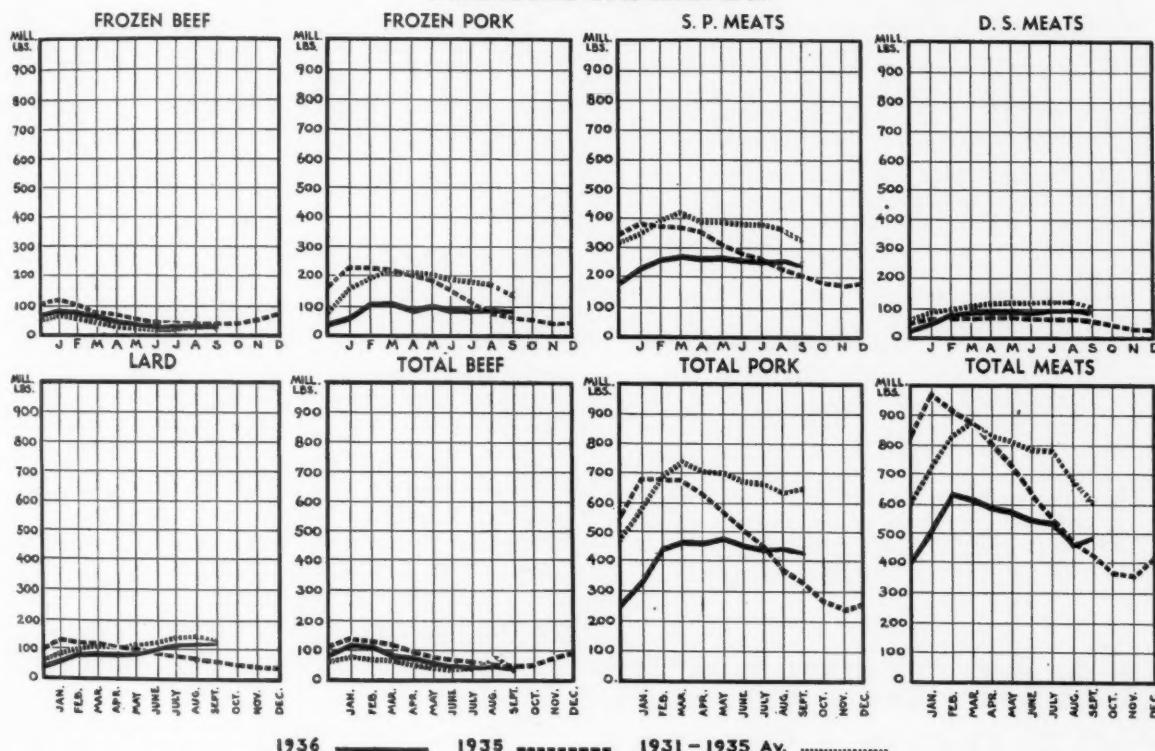
Cold storage holdings of lard in the U. S. on September 1 were officially placed at 110,514,000 lbs. compared with 117,026,000 lbs. on August 1 this year, 53,537,000 lbs. on September 1 1935, and a five-year-September 1 average of 128,358,000 lbs.

Meat and Lard Stocks Decline

Meat stocks in the country on Sept. 1, were 560,775,000 lbs. compared with 548,248,000 lbs. the previous month, 424,738,000 lbs. on Sept. 1 last year and

STORAGE STOCKS OF MEAT AND LARD

IN THE UNITED STATES—U. S. GOVERNMENT REPORT



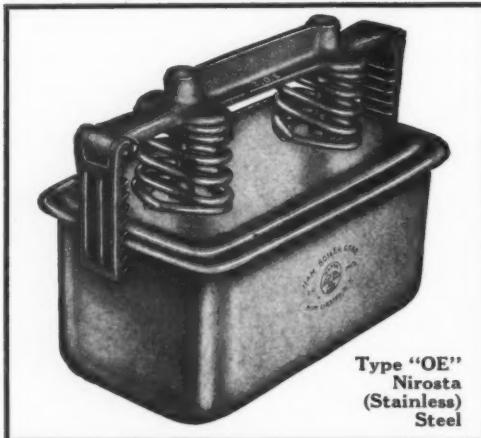
Total meat stocks on hand in the United States on September 1, 1936, were approximately 115,000,000 lbs. less than the five-year-average on that date, but were considerably larger than the record low stocks of a year earlier. Lard stocks were nearly double those of a year earlier, but were 18,000,000 lbs. less than the five-year-average on September 1.

August hog slaughter under federal inspection totaled some half million head more than in August, 1935, and nearly 50,000,000 lbs. more product went into the freezer and into cure than a year ago. More than twice as much beef was frozen and cured during August this year than last, and approximately 10,000,000 lbs. more than the five-year-August average.

In view of the shortage still evident in the hog crop, holdings of pork meats and lard are small.

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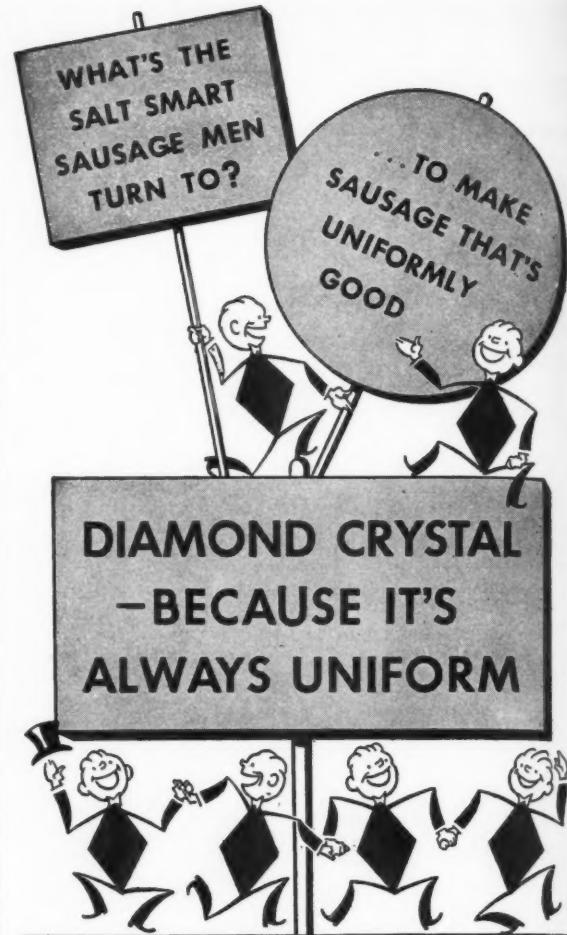
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a five year Sept. 1 average of 674,101,000 lbs. Chicago lard stocks first half of September decreased 736,000 lbs.

Official lard exports during week of September 5 totaled 2,288,000 lbs. against 432,000 lbs. the same week last year; lard exports Jan. 1 to Sept. 5, this year, totaled 74,188,000 lbs. against 77,584,000 lbs. the same time last year. Exports of hams and shoulders for the week were 328,000 lbs. against 515,000 lbs. a year ago, bacon 189,000 lbs. against 16,000 lbs. and pickled pork 171,000 lbs. against 5,000 lbs. last year.

PORK—A moderate demand but a firm tone featured the market at New York, where mess was quoted at \$31.00 per barrel, family \$33.00 per barrel and fat backs \$23.50@\$25.00 per bbl.

LARD—Demand was fair but the market was easier at New York where prime Western was quoted at 12@12.10c, middle Western 11.90@12c, New York City 11 1/2c, tubs 12@12 1/4c, refined Continent 12 1/4@12 1/2c, South American 12%@12 1/2c, Brazil kegs 12 1/2@12 1/2c, compound car lots 12 1/2c, small lots 13c.

At Chicago regular lard in round lots was quoted at 2 1/2c over September, loose lard at 42 1/2c under September and leaf lard 22 1/2c under September.

(See page 40 for later markets.)

BEEF—Demand was fair and the market steady and unchanged at New York, with mess nominal, packer nominal, family \$18.00@\$19.00 per barrel and extra India mess nominal.

STOCKS IN COLD STORAGE

Stocks of meat and lard on hand in the United States on September 1, 1936, with comparison:

1934.

	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
Lbs. (000 omitted.)				
Jan. 1.....	129,763	402,632	97,301	132,510
Feb. 1.....	177,292	442,438	110,674	165,756
Mar. 1.....	184,536	438,069	113,206	177,560
Apr. 1.....	184,536	438,069	113,206	177,560
May 1.....	165,772	381,038	107,919	173,775
June 1.....	166,130	376,631	98,294	182,576
July 1.....	167,463	369,293	91,209	193,973
Aug. 1.....	181,254	370,695	91,617	209,497
Sept. 1.....	151,849	326,379	63,782	167,155
Oct. 1.....	130,235	335,219	58,780	127,847
Nov. 1.....	123,677	330,378	50,682	105,519
Dec. 1.....	158,675	360,332	52,906	103,827

1935.

	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
Lbs. (000 omitted.)				
Jan. 1.....	230,866	387,856	68,841	118,107
Feb. 1.....	220,187	374,660	69,769	112,111
Mar. 1.....	220,719	374,007	75,589	110,508
Apr. 1.....	203,295	350,291	72,577	104,861
May 1.....	177,837	315,779	71,265	101,224
June 1.....	147,991	290,718	66,307	91,708
July 1.....	115,645	264,863	64,799	84,680
Aug. 1.....	83,119	225,560	61,231	68,435
Sept. 1.....	65,689	205,476	54,084	53,537
Oct. 1.....	51,013	185,550	41,042	45,350
Nov. 1.....	37,693	174,329	28,641	40,702
Dec. 1.....	36,048	186,177	30,984	37,906

1936.

	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
Lbs. (000 omitted.)				
Jan. 1.....	58,270	213,670	54,837	52,718
Feb. 1.....	103,153	253,225	79,664	75,669
Mar. 1.....	101,724	267,616	82,078	78,725
Apr. 1.....	98,397	263,404	88,348	76,514
May 1.....	102,031	265,203	90,167	83,615
June 1.....	95,545	258,179	85,903	89,114
July 1.....	89,426	209,536	89,314	106,774
Aug. 1.....	95,941	252,345	93,675	117,026
Sept. 1.....	91,768	241,887	87,215	110,514

Hog Cut-Out Results

HOG prices dropped during the week to a point where costs and cut-out values were more nearly in line although the downturn in product has been somewhat more rapid than in hogs. Quality hogs coming within the lighter weight ranges cut at a slight profit while the heavier weight butchers showed a loss of less than \$1 per head.

Lighter weight hogs constituted a large part of the runs and there was weakness in light weight product prices. This was so evident at times as to carry with it a depressing influence on prices of heavier averages which have held at good levels because of scarcity. Hogs weighing 220 lbs. down suffered most price decline. The same was true of product from hogs in these weight classifications.

Light loins at Eastern markets declined as much as \$3 per hundredweight during the period. Buying was weak and there was little disposition to freeze at present price levels particularly with the possibility of increased runs of lighter weight hogs during coming months. However, good new crop hogs brought \$10.00@\$10.25 per cwt.

The test shown on this page is worked out on the basis of live hog costs and green product prices at Chicago during the first four days of the current week. Prevailing costs and credits are used in figuring the test.

HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	Per cent live wt.	Price per lb.	Value per cwt. alive	Per cent live wt.	Price per lb.	Value per cwt. alive	Per cent live wt.	Price per lb.	Value per cwt. alive
180-220 lbs.									
Regular hams	14.00	18.50	\$ 2.59	13.70	18.62 1/2	\$ 2.55	13.30	18.37 1/2	\$ 2.44
Picnics	5.60	14.20	.80	5.30	14.00	.74	5.00	11.42	.57
Boston butts.....	4.00	20.25	.81	4.00	20.25	.81	4.00	20.25	.81
Loins (blade in).....	9.80	23.37 1/2	2.29	9.50	21.50	2.04	9.00	19.12 1/2	1.72
Bellies, S. P.	11.00	19.04	2.09	8.70	19.66 2/3	1.71	3.50	17.80	.62
Bellies, D. S. ....	....	....	....	3.00	12.87 1/2	.39	9.00	12.37 1/2	1.11
Fat backs	2.00	8.62 1/2	.17	4.00	9.25	.37	5.00	10.62 1/2	.53
Plates and jowls.....	2.50	9.50	.24	2.50	9.50	.24	3.00	9.50	.29
Raw leaf	2.00	11.37 1/2	.23	2.10	11.37 1/2	.24	2.00	11.37 1/2	.23
P. S. lard, rend, wt.	11.60	11.31	1.31	10.90	11.31	1.23	11.00	11.31	1.24
Spareribs	1.50	13.12 1/2	.20	1.50	13.12 1/2	.20	1.50	13.12 1/2	.20
Trimming	3.00	13.12 1/2	.39	2.80	13.12 1/2	.37	2.70	13.12 1/2	.35
Feet, tails, neckbones.....	2.00	....	.09	2.00	....	.09	2.00	....	.09
Offal and misc. ....	....	....	.40	....	....	.40	....	....	.40
TOTAL YIELD AND VALUE.....	69.00		\$11.61	70.00		\$11.38	71.00		\$10.60
Cost of hogs per cwt.....		\$10.68			\$10.71			\$10.34	
Condemnation loss .....		.05			.05			.05	
Handling & overhead.....		.65			.58			.55	
TOTAL COST PER CWT ALIVE..		\$11.38			\$11.34			\$10.94	
TOTAL VALUE		11.61			11.38			10.60	
Loss per cwt.....		....			....			.34	
Loss per hog.....	95	
Profit per cwt.....		.23			.04			
Profit per hog.....		.46			.10			

Week ending September 19, 1936

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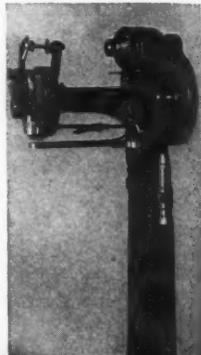


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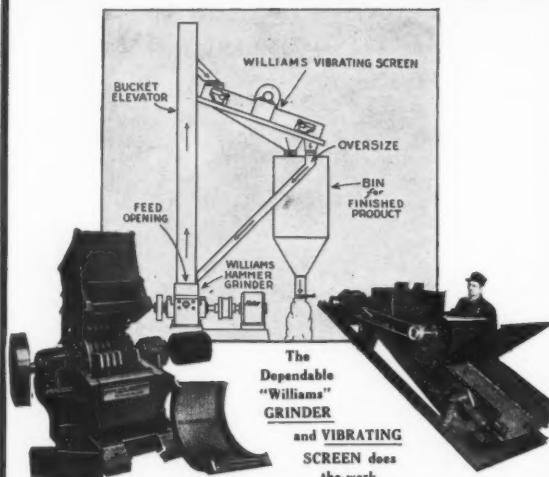
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EASTERN FERTILIZER MARKETS

(Special Report to The National Provisioner.)

New York, Sept. 16, 1936. Chilean importers announced new prices for nitrate of soda for the coming season, October forward, which are \$1.00 per ton higher than the present September price. They are same as announced by domestic producers about a week or two ago. Heavy bookings have been made on the above basis.

Cracklings eased a bit in price and some sellers closed business about 10c per unit under last week's quotations, or around 90c for the 50 per cent grade,

with a few outside productions selling at 85c.

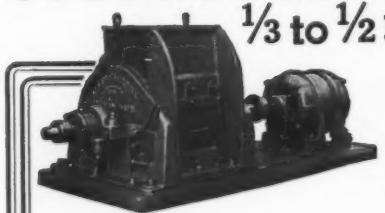
No interest was reported in local blood, although sellers are in a good position, with most of them sold ahead. Tankage was held around \$4.25 & 10c, f.o.b., New York.

Japanese sardine meal was reported slightly easier, but little material is being offered.

THE MARKET PLACE

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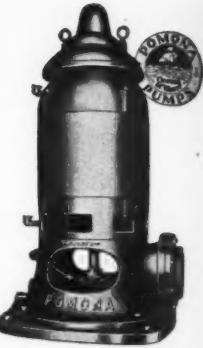
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POMONA TURBINE PUMPS

ANIMAL FATS EXPORTS

Exports of animal fats and oils, July, 1936:

	Quantity, lbs.	Value.
Oleo oil	1,103,008	\$ 93,514
Oleo stock	431,450	35,019
Oleo stearine	115,643	9,707
Other greases	717,775	44,891
Tallow, inedible	317,603	17,655
Oleomargarine	7,452	918
Neutral lard	73,691	8,818
Cooking fats, not lard	186,509	19,214
Lard	7,480,941	835,055
Tallow, edible	60,350	4,879
Grease stearine	153,839	7,557
Neatsfoot oil	41,268	5,665
Gelatine	29,972	14,413
Oleic acid	66,600	5,147
Stearic acid	28,649	3,069

TALLOWS AND GREASES ★

WEEKLY MARKET REVIEW

TALLOW—The tallow market at New York was moderately active and displayed a strong tone again the past week, extra selling at 7c, f.o.b., on a turnover estimated to have reached 500,000 lbs. A gain of about 1/4c was evident on the week. While a fair business passed on the advance and soapers were able to secure some supplies, producers did not appear willing sellers and immediately stiffened their ideas. Soapers were not inclined to climb further for material at the moment, but there were no surplus offerings and producers still appeared to have the upper hand.

At New York special was quoted at 6 1/2c nominal, extra 7c f.o.b. and edible 9 1/2c f.o.b.

On the New York Produce Exchange, tallow futures were moderately active and 5 lower to 5 higher on the week, October trading at 7.10c and December covering a range of 7.25@7.35c.

At Chicago, tallow remained in a strong position as a result of fair inquiries and light offerings, but the volume of business that passed was reported light. Edible was quoted at 9 1/4c, fancy 7 1/2c, prime packers 7 1/4c, special 7c and No. 1 at 6 1/2c.

There was no London tallow auction this week. At Liverpool, good frigorifico Argentine tallow, September-October shipment, was quoted at 24s 6d, a decline of 6d on the week, while Australian good mixed, September-October shipment, was quoted at 23s 9d, an advance of 9d for the week.

STEARINE—A stronger tone featured the market for oleo stearine at New York with sales reported at 10 1/2c and 10 1/4c; the latter an upturn of 1/4c on the week. At Chicago, the market was moderately active and steady and quoted at 10 1/2c.

OLEO OIL—Moderate trade but firm tone featured the market at New York where prices were unchanged to 1/4c better than the previous week, with extra quoted at 10%@11 1/2c, prime 10 1/2c@11c and lower grades 9 1/2c to 10 1/2c. At Chicago, demand was fair and the market steady with extra unchanged on the week at 11c.

(See page 40 for later markets.)

LARD OIL—Trade was rather quiet in this quarter at New York but the market was steady. No. 1 was quoted at 9 1/2c, No. 2 at 9 1/4c, extra 10 1/4c, extra No. 1 at 9 1/2c, prime edible 14 1/4c, inedible 12c and extra winter strained 11c.

NEATSFOOT OIL—The market was quiet and steady at New York with cold test quoted at 16c, extra 10c, extra No. 1 at 9 1/2c, pure 11 1/2c and special 11c.

GREASES—The features in greases

at New York were light offerings and higher prices. The last business in yellow and house was reported at 6 1/2c, a gain of about 1/2c on the week. Consumers were more in evidence in the market for a time and prices were aided somewhat by betterment in the tallow level. Notwithstanding the advance, producers' ideas were firm and offerings of greases continued very light. As a result, soapers showed a tendency to withdraw at the moment to await developments. This created a rather quiet situation.

At New York choice white grease was quoted at 8%@8 1/2c, A white 7 1/4c nominal, B white 7 1/2c nominal and yellow and house, 6 1/2@6 1/2c.

At Chicago, greases continued in a strong position as a result of a fair inquiry and light offerings, the latter serving to keep down the volume of trade. Choice white grease all hog was quoted at 7 1/2c, A white 7 1/4c, B white 7c, yellow 6 1/2@6 1/2c and brown 6 1/2c.

BY-PRODUCTS MARKETS

Chicago, September 17, 1936.

Blood.

Blood market quiet. Last sales \$4.50, offerings at \$4.35 for nearby. South American ground \$3.45@3.50 c.i.f.

	Unit.
Ammonia.	
Unground	\$4.35@4.50

Digester Feed Tankage Materials.

Buyers present waiting attitude and offerings not pressing. Market nominal.

Unground, 10 to 12% ammonia	\$4.25@4.50 & 10c nom.
Unground, 8 to 10%	4.50@4.75 & 10c
Liquid stick	2.50

Packinghouse Feeds.

Market steady with prices unchanged.

Carlots.	Per ton.
Digester tankage meat meal, 60%	\$62.50
Meat and bone scrap, 50%	62.50
Steam bone meal, 65%, special feeding, per ton	32.50
Raw bone meal for feeding	35.00

Dry Rendered Tankage.

Trading light. Both inquiries and offerings limited.

Hard pressed and exp. unground per unit protein	\$.90@ .95
Soft, prsd. pork, ac. grease & quality, ton	@55.00
Soft prsd. beef, ac. grease & quality, ton	@50.00

Fertilizer Materials.

Market nominal. Supplies closely sold up.

High grd. tankage, ground, 10@12% am.	\$ @ 3.50 & 10c
Bone tankage, ungrd., low gr., per ton	@20.00
Hoof meal	2.85@ 3.00

Gelatine and Glue Stocks.

Market unchanged. Jaws, skulls and knuckles in good demand.

Calf trimmings	\$ @28.00
Skulls, picled	@20.00
Cattle jaws, skulls and knuckles	26.00@26.50
Hide trimmings	@15.00
Pig skin scraps and trim, per lb.	5 1/2c@ 5 1/2c

Animal Hair.

Market quiet. Outlet for summer coil dried April-October take-off.

Coil and field dried hog hair	2 @3 1/2c
Winter coil dried	3 1/2 @3 1/2c
Processed, black winter, per lb.	5 @4c
Processed, summer	4c
Cattle switches, each*	1 1/2 @1 1/2c

*According to count.

Horns, Bones and Hoofs.

Junk bones in demand for prompt or forward shipment.

Per ton.	
Horns, according to grade	\$45.00@75.00
Cattle hoofs	@30.00
Junk bones	17.00@18.00

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Bone Meals (Fertilizer Grades).

Bone meal quoted Chicago, bulk basis. In new bags at river points, \$21.00@22.00.

Per ton.	
Steam, ground, 3 & 50	\$18.50@19.50
Steam, ground, 2 & 27	@17.75

TALLOW FUTURE TRADING

Tallow transactions at New York:

SATURDAY, SEPTEMBER 12, 1936.

	High.	Low.	Close.
Sept.	6.90
Oct.	7.00	@7.35
Nov.	7.10	
Dec.	7.30@7.50	
Jan.	7.30@7.60	
Feb.	7.40	

MONDAY, SEPTEMBER 14, 1936.

Sept.	6.90
Oct.	7.00@7.35
Dec.	7.35	7.35
Jan.	7.30@7.45

TUESDAY, SEPTEMBER 15, 1936.

Sept.	.....	6.90@7.25
Oct.	.....	7.00@7.35
Nov.	.....	7.15
Dec.	.....	7.30@7.45
Jan.	.....	7.35@7.55
Feb.	.....	7.45

WEDNESDAY, SEPTEMBER 16, 1936.

Sept.	.....	6.90@7.25
Oct.	.....	7.00@7.35
Nov.	.....	7.15
Dec.	.....	7.25@7.37
Jan.	.....	7.25@7.49
Feb.	.....	7.45

THURSDAY, SEPTEMBER 17, 1936.

Sept.	.....	6.90@7.25
Oct.	.....	7.05@7.10
Nov.	7.35	7.35
Dec.	7.35	7.15@7.40
Jan.	.....	7.20@7.45
Feb.	.....	7.35

FRIDAY, SEPTEMBER 18, 1936.

Sept.	.....	6.90@7.35
Oct.	.....	7.15@7.25
Nov.	7.25
Dec.	7.35@7.45
Jan.	7.38@7.60
Feb.	7.40

*Nominal, †Bid.

Week ending September 19, 1936

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MARGARINE MATERIALS USED

Cocoanut oil was the principal ingredient of margarine manufactured in the United States during the first six months of 1936, with cottonseed oil second and beef fats and oils third. Relative quantity used in each month is reported as follows:

	Jan.	Feb.	Mar.	Apr.	May	June
Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.
Cocoanut oil	59.17	53.13	47.53	46.03	47.24	45.21
Cottonseed oil	28.44	33.23	31.51	31.90	34.84	30.88
Beef fats	6.49	6.09	6.23	6.46	7.37	8.65
Neutral lard	.62	.91	.74	.60	.66	.67
Peanut oil	1.55	1.74	1.43	.83	.80	1.02
Babassue oil	.16	3.03	10.21	10.60	4.90	5.49
Soya bean oil	.80	1.08	1.04	1.41	1.42	4.43
All others	.77	.80	1.34	1.99	2.78	3.68

In quantity, cocoanut oil used in the six months period totaled 80,392,000 lbs. against 87,491,000 lbs. in the first half of 1935; cottonseed oil 50,701,000 in 1936 against 56,289,000 lbs. in 1935 and beef fats 10,820,000 lbs. against 13,719,000 lbs. in the first half of 1935. Of the total ingredients used, imported fats and oils constituted 57.13 per cent, indicating the need of protection for domestic ingredients.

COTTONSEED PRODUCTS EXPORTS AND IMPORTS

For twelve months ended July 31, 1936, as reported by U. S. Department of Commerce:

Exports:	1936.	1935.
Oil, crude, lbs.	403,223	1,231,434
Oil, refined, lbs.	3,129,179	3,695,244
Cake and meal, short tons.	10,505	2,773

Imports:	1936.	1935.
Oil, crude and refined, lbs.	*135,405,268	131,320,088
Cake and meal, short tons.	3,272	50,751

*Amounts for August not included above are 7,278,548 lbs. refined, "entered directly for consumption," and 6,993,902 refined "withdrawn from warehouse for consumption."

FERTILIZER MATERIALS

BASIS NEW YORK DELIVERY

Ammoniates		
Ammonium sulphate, bulk, per ton, basis ex vessel, Atlantic ports: Sept. 1936.....	8	@ 25.50
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York.....		nominal
Blood, dried, 16%, per unit.....		@ 4.25
Fish scrap, dried, 11% ammonia, 10% B. P. L., f.o.b. fish factory.....	3.25 & 10c	
Fish meal, foreign, 11 1/2% ammonia, 10% B. P. L., c. i. f.	@ 43.50	
Fish scrap, acidulated, 6% ammonia, 3% A.P.A. f.o.b. fish factories.....	2.25 & 50c	
Soda nitrate, per net ton: bulk, Oct. 1936 to June 1937, inclusive.....	25.50	
in 200-lb. bags.....	26.80	
in 100-lb. bags.....	27.50	
Tankage, ground, 10% ammonia, 15% B. P. L. bulk.....	4.00 & 10c	
Tankage, unground, 10-12% ammonia, 15% B. P. L. bulk.....	4.00 & 10c	
Phosphates		
Foreign bone meal, steamed, 3 and 50 bags, per ton, c. i. f.	@ 24.75	
Bone meal, raw, 4 1/2 and 50 bags, per ton, c. i. f.	@ 28.00	
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% flat.....	@ 8.00	

Dry Rendered Tankage	@ 90c
50% unground	
60% ground	@ 95c

COTTONSEED PRODUCTS PRODUCED AND CONSUMED

For one month ended August 31, 1936 and 1935, as reported by Department of Commerce:

COTTON SEED RECEIVED, CRUSHED, AND ON HAND (TONS).

United States	Received at mills*		Crushed		On hand at mills	
	Aug. 1 to Aug. 31, 1936.	1935.	Aug. 1 to Aug. 31, 1936.	1935.	Aug. 1 to Aug. 31, 1936.	1935.
Alabama	252,834	201,921	102,451	143,385	168,145	148,111
Arkansas	28,296	35,325	11,703	21,940	12,284	22,275
Georgia	10,153	1,170	3,320	1,692	7,439	1,887
Louisiana	39,845	49,955	17,471	38,693	24,229	33,430
Mississippi	32,440	21,482	10,431	7,564	22,581	15,281
Texas	51,067	18,109	14,351	15,369	38,820	15,752
All other states	81,280	68,636	43,224	43,141	45,437	47,907

* Includes seed destroyed at mills but not 17,762 tons and 89,575 tons on hand Aug. 1 nor 2,776 tons and 2,746 tons reshaped for 1936 and 1935 respectively.

COTTONSEED PRODUCTS MANUFACTURED, SHIPPED OUT, AND ON HAND.

Crude oil	Season		On hand Aug. 1	Produced Aug. 1 to Aug. 31	Shipped out Aug. 1 to Aug. 31	On hand Aug. 31	
	1936	1935				1936	1935
Refined oil	28,262	54,533	43,422	68,688	41,808,421	26,647,188	27,400,307
Cake and meal	444,833,215	38,184,421	38,184,421	38,184,421		342,818,200	
Hulls	198,367	64,597	64,597	64,597		85,475	177,489
Linters	76,604	38,273	38,273	38,273		43,840	71,037
Flax fiber	44,786	22,109	22,109	22,109		29,795	37,100
Grabbin' mopes, etc.	1,332	1,725	1,725	1,725		1,756	1,301
Grabbin' mopes, etc.	2,902	1,728	1,728	1,728		1,534	2,143
Grabbin' mopes, etc.	5,900	1,278	1,278	1,278		3,010	4,294

* Includes 6,139,285 and 4,917,952 pounds held by refining and manufacturing establishments and 4,111,300 and 6,339,720 pounds in transit to refiners and consumers August 1, 1936 and August 31, 1936 respectively.

† Includes 15,147,906 and 10,104,373 pounds held by refiners, brokers, agents, and warehousemen at places other than refineries and manufacturing establishments and 9,060,418 and 9,734,546 pounds in transit to manufacturers of lard substitute, oleomargarine, soap, etc., August 1, 1936 and August 31, 1936 respectively.

** Produced from 24,584,207 pounds of crude oil.

COTTON OIL TRADING

COTTONSEED OIL—Crude Valley 8 1/2% paid; Southeast 8 1/2% nominal; Texas 8 1/2% bid at common points, Dallas 8 1/2% nominal.

Market transactions at New York:

Friday, September 11, 1936.

Friday, September 11, 1936.		
—Range—		
Sales.	High.	Low.
Spot		a
Sept.	5	1037
Oct.	9	1025
Nov.	6	1039
Dec.	14	1040
Jan.	14	1040
Feb.		1036
Mar.	45	1045
Apr.		1044

Saturday, September 12, 1936.

Spot	1040	1023	1034
Sept.	1	1040	1023
Oct.	9	1025	1024
Nov.		1025	a
Dec.	35	1040	1024
Jan.	6	1039	1024
Feb.		1025	a
Mar.	45	1045	1031
Apr.		1030	a

Monday, September 14, 1936.

Spot	1028	1022	1026
Sept.	1	1028	1020
Oct.	8	1028	1020
Nov.		1025	a
Dec.	44	1029	1026
Jan.	7	1028	1022
Feb.		1025	a
Mar.	91	1037	1028
April		1035	a

Tuesday, September 15, 1936.

Spot	1010	1010	1015
Sept.	2	1010	1010
Oct.	7	1016	1015

INCOME FROM COTTON SEED

Cotton seed returned to farmers an income of \$107,730,000 in 1935 and \$111,415,000 in 1934, according to the U. S. Bureau of Agricultural Economics in its report of income from farm production in the United States.

HULL OIL MARKETS

(Special Cable to The National Provisioner.)

Hull, England, Sept. 17, 1936.—Refined cottonseed oil, 31s 6d, Egyptian crude cottonseed oil, 29s.

The National Provisioner

VEGETABLE OILS ★

WEEKLY MARKET REVIEW

OPERATIONS in cotton oil futures continued on a goodly scale the past week but the tone was somewhat reactionary, the market scoring losses of 35 to 40 points during the week, mainly the result of a disappointingly small August consumption. However, a barely steady tone in lard and cotton, with some rains in the Western cotton belt, aided the downturn.

Commission house trade was quite mixed. The local ring element was mainly against the market and inclined at times to press the decline. However, a scattered speculative demand was encountered on a scale down and there continued good absorption through interests with Southern and trade connections which served to check the declines at times, and keep the ring fairly bare of any surplus offerings. There was quite a little buying in nearbys against sales of the later months, presumably transferring hedges and some buying on the belief that the disappointing August consumption of domestic oil was due to some extent to consumption of foreign cotton oil already in this country. According to the gossip available, supplies of foreign cotton oil here have now been reduced to rather moderate proportions, creating the expectation that from this time forward distribution of domestic oil will enlarge.

Oil Sentiment Strong

In some quarters there was a tendency to feel that the coming private cotton crop estimates may prove to be slightly smaller than a month ago. This is somewhat important although in the main no vital changes are anticipated. However, there is a tendency to discuss the statistical position of cotton oil for the balance of the season more generally, and the majority in the trade are still of the impression that production of oil this season will not meet consumptive requirements, and that consequently there will be a further reduction in the carryover at the end of this season.

The extent of this reduction will ultimately prove of vital importance. Some are inclined to the belief that the reduction will be considerable and that there is a possibility that cotton oil will become a rather scarce article before another crop is raised. These point to the dwindling imports, the higher import duties, and prospects of smaller lard supplies next season. Relatively high feeding costs appear to have lost influence on the markets for the time being.

Lard stocks at Chicago during the first half of September decreased 736,000 lbs. While the decrease was not extensive, it attracted attention in some directions owing to comparatively liber-

al hog receipts at leading slaughtering points. August oil consumption was 261,298 bbls. against 298,566 bbls. the previous month, and 350,498 bbls. in August last year. Visible supply of oil, at the end of August was 772,000 bbls. against 1,024,900 bbls. the same time the previous season.

Crude markets were moderately active and off about $\frac{1}{2}$ c from a week ago, more or less following futures. However, in the Southeast and Valley 8 $\frac{1}{4}$ c was bid for crude oil with very little coming out and reports indicated that buyers would have to pay 8 $\frac{1}{4}$ c to secure any quantity. In Texas, the market was 8 $\frac{1}{4}$ c nominal.

COCOANUT OIL—Scarcity of spot oil featured the New York market with last business at 5 $\frac{1}{4}$ c and the market nominally 5 $\frac{1}{4}$ @6c. At the Pacific Coast business was reported to have passed at 5 $\frac{1}{4}$ c. An increase in copra offerings made for a little easier tone, but this failed to have much influence on the oil market at the moment.

SOYA BEAN OIL—Trade at New York continued rather light in this market with no particular changes in evidence. October forward quoted at 8 $\frac{1}{4}$ c.

CORN OIL—Offerings continued light at New York and more or less nominal conditions again prevailed. The market was quoted at 9 $\frac{1}{4}$ c.

PALM OIL—Demand seems to be better this week, and trade more active with the result that shipment oil was $\frac{1}{2}$ @ $\frac{1}{2}$ c higher at New York. Spot Nigre was quoted at 5c, shipment Nigre 4.55c, 12 $\frac{1}{2}$ per cent soft oil February-March 4.80c and Sumatra oil for July at 4 $\frac{1}{2}$ c.

PALM KERNEL OIL—Business passed in November-December oil at 5 $\frac{1}{4}$ c at New York with January oil quoted at that level also.

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Sept. 17, 1936—There was fairly heavy and active trading in crude oil the past week at 8 $\frac{1}{4}$ c@8 $\frac{1}{4}$ c. Heavy rains in several sections of the Cotton Belt slowed up movement of seed and ginnings considerably. Many early predictions of small oil yield per ton of seed, especially in the West, due to the drouth. Quality of oil so far is very good.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Sept. 17, 1936.—Crude cottonseed oil 8 $\frac{1}{4}$ c lb., Valley; cottonseed meal \$31.00@31.50 f. o. b., Memphis. Prompt shipment.

OLIVE OIL FOOTS—The market at New York remained rather firm at 9c for tanks and 9 $\frac{1}{4}$ c for barrels, but trade appeared moderate.

PEANUT OIL—The market at New York was quiet, steady and quoted at 9 $\frac{1}{4}$ @9 $\frac{1}{4}$ c.

UNFAIR MARGARINE ATTACK

Complaint of violation of the unfair trade practices act has been filed by the Institute of Margarine Manufacturers with the Federal Trade Commission as a result of alleged false statements made in the booklet, "The Farmer Looks at the Oleomargarine Picture," issued by the National Cooperative Milk Producers' Federation.

Exception is taken to statement in the booklet that "butter is clearly the superior fat as compared with oleomargarine," which also says "this is true from the standpoint of all-round food value, taste, digestibility and the content of those constructive food elements known as 'vitamines'." Objection is made to the effort to show by quotations from eminent scientists that margarine is deleterious and injurious to the public health, and to the statement that "Denmark has had an experience that clearly demonstrates the disastrous result of substituting oleomargarine for butter in the diet of a people."

Published data are cited to show the falsity of the statements made. In his letter to the Commission, calling attention to the unfair trade practice involved, Dr. J. S. Abbott, secretary of the Institute, says: "The booklet in its incomplete and untrue statements, and in its implications, all the way through, is one of the most unfair, untrue and even vicious pieces of propaganda against margarine that has ever been written."

The Commission is urged to take immediate action against any further publication or circulation of the booklet.

OLEO PRODUCTS EXPORTS

Exports of oleo oil, oleo stock and oleo stearine, July, 1936:

	Oleo oil. lbs.	Oleo stock. lbs.	Oleo stearine. lbs.
Belgium	75,765	.....	.....
Denmark	46,527	165,138	.....
Irish Free State	39,826	.....	.....
Netherlands	220,316	.....	33,200
Sweden	100,833	140,550	.....
United Kingdom	615,854	121,805	56,278
Newf. & Labrador	.....	8,957	12,157
Cuba	50	.....	13,883
Others	3,837	.....	125
Total	1,103,008	431,450	115,643

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS

Carcass Beef

	Week ended	Cor. week,
Prime native steers—	Sept. 16, 1936.	1935.
400-600	16 @16 1/2	19 @18 1/4
600-800	15 @15 1/2	18 @18 1/2
800-1000	14 @15	17 1/2 @18
Good native steers—		
400-600	15 @15 1/2	18 @18 1/4
600-800	14 @15	17 1/2 @18
800-1000	13 1/2 @14	17 1/2 @18
Medium steers—		
400-600	14 1/2 @15	15 1/2 @16
600-800	13 1/2 @14 1/2	15 1/2 @16 1/2
800-1000	13 1/2 @14	16 @16 1/2
Heifers, good, 400-600	14 1/2 @15	16 @16 1/2
Cows, 400-600	9 1/2 @10 1/2	9 1/2 @10 1/2
Hind quarters, choice	12 1/2	23 1/2
Fore quarters, choice	12 1/2	15 1/2

Beef Cuts

Steer loins, prime	13 1/2	unquoted
Steer loins, No. 1	12 1/2	@34
Steer loins, No. 2	12 1/2	@31
Steer short loins, prime	13 1/2	unquoted
Steer short loins, No. 1	12 1/2	@44
Steer short loins, No. 2	12 1/2	@32
Steer short loins, No. 3	12 1/2	@24
Steer short loins, No. 4	12 1/2	@25
Steer short loins, No. 5	12 1/2	@24
Steer short loins, No. 6	12 1/2	@23
Cow loins	11 1/2	@17
Cow short loins	11 1/2	@18
Cow loin ends (hips)	11 1/2	@16
Steer ribs, prime	11 1/2	unquoted
Steer ribs, No. 1	11 1/2	@25
Steer ribs, No. 2	11 1/2	@24
Cow ribs, No. 2	11 1/2	@16
Cow ribs, No. 3	11 1/2	@10
Steer rounds, prime	11 1/2	unquoted
Steer rounds, No. 1	11 1/2	@15
Steer rounds, No. 2	11 1/2	@14 1/2
Steer chuck, prime	11 1/2	unquoted
Steer chuck, No. 1	11 1/2	@13
Steer chuck, No. 2	11 1/2	@12
Cow rounds	11 1/2	@12 1/2
Cow chuck	11 1/2	@10
Steer plates	11 1/2	@8
Medium plates	11 1/2	@7 1/2
Briskets, No. 1	11 1/2	@11 1/2
Steer navel ends	11 1/2	@7
Cow navel ends	11 1/2	@6 1/2
Fore shanks	11 1/2	@6
Hind shanks	11 1/2	@5
Steer loins, No. 1, lbs.	50	@65
Strip loins, No. 2	40	@55
Sirloin butts, No. 1	28	@32
Sirloin butts, No. 2	20	@29
Beef tenderloins, No. 1	60	@65
Beef tenderloins, No. 2	45	@50
Flank butts	10	@15
Flank steaks	18	@27
Shoulder clods	12 1/2	@15 1/4
Hanging tenderloins	12	@14
Insides, green, 6@8 lbs.	12	@14 1/2
Outsides, green, 5@6 lbs.	12	@13 1/2
Knuckles, green, 5@6 lbs.	12	@14 1/2

Beef Products

Brains (per lb.)	7	@ 8
Hearts	10	@12
Tongues	18	@12
Sweetbreads	15	@20
Ox-tail, per lb.	7	@10
Fresh tripe, plain	9	@10
Fresh tripe, H. C.	11 1/2	@12 1/2
Livers	18	@18
Kidneys, per lb.	10	@11

Veal

Choice carcass	16 @17	16 @17
Good carcass	14 @15	14 @15
Good saddles	18 @20	17 @20
Good racks	11 @13	13 @14
Medium racks	10 @10	@12

Veal Products

Brains, each	9 1/2	@10
Sweetbreads	35	@35
Calf livers	35	@32

Lamb

Choice lambs	18 @19	@18
Medium lambs	16 @17	@15
Choice saddles	22	@20
Medium saddles	20	@18
Choice fore	17	@17
Medium fore	15	@13
Lamb frens, per lb.	25	@31
Lamb tongues, per lb.	15	@15
Lamb kidneys, per lb.	20	@20

Mutton

Heavy sheep	8	@ 6
Light sheep	9	@ 9
Heavy saddles	7	@ 9
Light saddles	12	@11
Heavy fore	4	@ 5
Light fore	7	@ 6
Mutton legs	12	@10
Mutton loins	8	@ 8
Mutton stew	5	@ 4
Sheep tongues, per lb.	12 1/2	@12 1/2
Sheep heads, each	10	@10

Fresh Pork, etc.

Pork loins, 8@10 lbs. av.	@23	@27
Picnic shoulders	17 1/2	@20
Skinned shoulders	17 1/2	@20
Tenderloins	32	@38
Spare ribs	13	@17
Back fat	13	@19
Boston butts	22	@25
Boston butts, cellar trim 2@4	27	@30
Hocks	10	@14
Tails	9	@14
Neck bones	4 1/2	@ 8
Slip bones	13	@14
Blade bones	12 1/2	@16
Pigs' feet	5	@ 7
Kidneys, per lb.	9	@13
Livers	10	@16
Bones	8	@10
Ears	6	@ 5
Snouts	9	@10
Heads	8	@10
Chitterlings	6	@ 6

DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	@27	
Country style sausage, fresh in link	@22 1/2	
Country style sausage, fresh in bulk	@20 1/2	
Frankfurters, in sheep casings	@24	
Frankfurters, in hog casings	@23	
Bologna in beef bungs, choice	@17 1/2	
Bologna in beef middles, choice	@18 1/2	
Liver sausage in beef rounds	@19 1/2	
Liver sausage in hog bungs	@18 1/2	
Smoked liver sausage in hog bungs	@19 1/2	
Head cheese	@27	
New England luncheon specialty	@23 1/2	
Meatless luncheon specialty, choice	@19 1/2	
Tongue sausage	@28	
Blood sausage	@17	
Souse	@18 1/2	
Polish sausage	@23 1/2	

DRY SAUSAGE

Cervelat, choice, in hog bungs	@40	
Thuringer cervelat	@20	
Farmer	@27	
Holsteiner	@26	
B. C. salami, choice	@41	
Milano salami, choice, in hog bungs	@21	
B. C. salami, new condition	@37	
Frisees, choice, in hog middles	@46	
German style salami, choice	@46	
Pepperoni	@34	
Mortadella, new condition	@22	
Capicola	@51	
Italian style hams	@40	
Virginia hams	@40 1/2	

SAUSAGE MATERIALS

(F. O. B. CHICAGO.)

Regular pork trimmings	14	@14 1/2
Special lean pork trimmings	16 1/2	@17
Lean pork trimmings	18	@18 1/2
Pork meat	12 1/2	@12 1/2
Pork hearts	7	7 1/2
Pork livers	8 1/2	@ 9
Native boneless bull meat (heavy)	8 1/2	@10 1/2
Shank meat	9	9 1/2
Boneless chuck	9	9 1/2
Beef trimmings	8 1/2	@8 1/2
Beef cheeks (trimmed)	7	7 1/2
Dressed canners, 350 lbs. and up	7	7 1/2
Dressed cutter cows, 400 lbs. and up	7	7 1/2
Pork tongues, canner trim, S. P.	12 1/2	@12 1/2
		Oil weighs 7 1/2 lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.
Mess pork, regular	28 1/2	
Family back pork, 24 to 34 pieces	32 1/2	
Family back pork, 35 to 45 pieces	31 1/2	
Clear back pork, 40 to 50 pieces	26 1/2	
Clear plate pork, 25 to 35 pieces	23 1/2	
Bean pork	27 1/2	
Brisket pork	30 1/2	
Plate beef	18 1/2	
Extra plate beef, 200-lb. bbls.	19 1/2	

VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.	\$28.50
Lamb tongue, short cut, 200-lb. bbl.	51.50
Regular tripe, 200-lb. bbl.	19.00
Honeycomb tripe, 200-lb. bbl.	22.00
Pocket honeycomb tripe, 200-lb. bbl.	25.00

DRY SALT MEATS

Clear bellies, 14@16 lbs.	@14 1/2
Clear hams, 14@16 lbs., parchment paper	@14
Smoked hams, 14@16 lbs., parchment paper	@14 1/2
Standard reg. hams, 14@16 lbs., plain	@14 1/2
Standard reg. hams, 14@16 lbs., parchment paper	@14 1/2
Picnics, 4@8 lbs., short shank, plain	@14 1/2
Picnics, 4@8 lbs., long shank, plain	@14 1/2
Fancy bacon, 6@8 lbs., parchment paper	@24 1/2
Standard bacon, 6@8 lbs., plain	@24 1/2
No. 1 beef ham sets, smoked	
Insides, 8@12 lbs.	30 1/2 @31 1/2
Outsides, 5@8 lbs.	27 @28
Knuckles, 3@9 lbs.	28 @29
Cooked hams, choice, skin on, fatted	41 1/2
Cooked hams, choice, skinless, fatted	44 1/2
Cooked picnics, skin on, fatted	27 1/2
Cooked picnics, skinless, fatted	28 1/2

WHALE SMOKE MEATS

Fancy reg. hams, 14@16 lbs., parchment paper	26 1/2 @27 1/2
Standard reg. hams, 14@16 lbs., plain	24 1/2
Picnics, 4@8 lbs., short shank, plain	19 1/2 @20 1/2
Picnics, 4@8 lbs., long shank, plain	19 1/2 @20 1/2
Fancy bacon, 6@8 lbs., parchment paper	24 1/2 @30 1/2
Standard bacon, 6@8 lbs., plain	24 1/2 @25 1/2
No. 1 beef ham sets, smoked	
Insides, 8@12 lbs.	30 1/2 @31 1/2
Outsides, 5@8 lbs.	27 @28
Knuckles, 3@9 lbs.	28 @29
Cooked hams, choice, skin on, fatted	41 1/2
Cooked hams, choice, skinless, fatted	44 1/2
Cooked picnics, skin on, fatted	27 1/2
Cooked picnics, skinless, fatted	28 1/2

LARD

Prime steam, cash, f.o.b. Chicago	@11.80
Prime steam, loose, f.o.b. Chicago	@11.15
Refined lard, tierces, f.o.b. Chicago	@12 1/2
Kettle rendered, tierces, f.o.b. Chicago	@13 1/2
Leaf kettle rendered, tierces, f.o.b. Chicago	@13 1/2
1-lb. Chicago	@13 1/2
Neutral, in tierces, f.o.b. Chicago	@14 1/2
Compound, veg., tierces, c.a.t.	@12 1/2

OLEO OIL AND STEARINE

Extra oleo oil	10 1/2 @11
Prime No. 2 oleo oil	9 1/2 @10 1/2
Prime oleo stearine, edible	10 1/2 @10 1/2

CURING MATERIALS

	Cwt.	Sacks.
Nitrite of soda (Chgo. w'hse stock):		
1 to 4 bbls. delivered in Chicago.....	\$9.40	
5 or more bbls. delivered in Chicago.....	9.25	
Salt peter, 1 to 4 bbls. f.o.b. N. Y.:		
Dbl. refined granulated.....	6.25	6.15
Small crystals.....	7.25	7.15
Medium crystals.....	7.62 1/2	7.50
Large crystals.....	8.00	7.75
Dbl. refd. gran. nitrate of soda.....	3.62 1/2	3.25
Salt, per ton, in minimum car of 80,000 lbs. same, f.o.b. Chicago:		
Granulated.....	\$ 6.096	
Medium, air dried.....	9.496	
Medium, kiln dried.....	10.996	
Rock.....	6.782	
Sugar—		
Raw, 96 basis, f.o.b. New Orleans.....	@3.65	
Second sugar, 90 basis.....	None	
Second sugar, 80 basis (27%).....	@4.75	
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%.....	@4.25	
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%.....	@4.15	
Dextrose.....	@3.82	

SPICES

(Basis Chicago, original bbls., bags or bales.)

	Whole.	Ground.	Per lb.	Per lb.
Allspice, Prime.....	16 1/2	18		
Resifted.....	17	18 1/2		
Chili Pepper, Fancy.....	24			
Chili Powder, Fancy.....	23			
Cloves, Amboyna.....	22	26		
Madagascar.....	18	21		
Zanzibar.....	17 1/2	20 1/2		
Ginger, Jamaica.....	17	19 1/2		
African.....	16	17 1/2		
Mac. Fancy, Banda.....	68	73		
East India.....	63	68		
E. I. & W. I. Blend.....	62			
Mustard Flour, Fancy.....	22 1/2			
No. 1.....	15			
Nutmeg, Fancy Banda.....	25			
East India.....	20 1/2			
E. I. & W. I. Blend.....	19			
Paprika, Extra Fancy.....	30			
Fancy.....	28 1/2			
Hungarian.....	27 1/2			
Pepita Sweet Red Pepper.....	26 1/2			
Pimento (220-lb. bbls.).....	28 1/2			
Pepita, Cayenne.....	21			
Red Pepper, No. 1.....	16			
Pepper, Black Aleppy.....	10 1/2	12		
Black Lampong.....	6 1/2	7 1/2		
Black Tellicherry.....	11 1/2	13		
White Java Muntok.....	11	12 1/2		
White Singapore.....	12			
White Packers.....	11 1/2			

SEEDS AND HERBS

	Ground	for	Whole.	Sausage.
Caraway Seed.....	10	12		
Celery Seeds, French.....	22	26		
Cominos Seed.....	13 1/2	16		
Coriander Morocco Bleached.....	17 1/2	19 1/2		
Coriander Morocco Natural No. 1.....	7 1/2	9 1/2		
Mustard Seed, Cal. Yellow.....	8 1/2	10 1/2		
American.....	7 1/2	9 1/2		
Marjoram, French.....	23	27		
Oregano.....	11	14		
Sage, Dalmatian Fancy.....	9 1/2	11 1/2		
Dalmatian No. 1, Fancy.....	9	10 1/2		

SAUSAGE CASINGS

(F. O. B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef casings:		
Domestic rounds, 180 pack.....	@15	
Domestic rounds, 140 pack.....	22	
Export rounds, wide.....	26	
Export rounds, medium.....	20	
Export rounds, narrow.....	23	
No. 1 weasands.....	4	
No. 2 weasands.....	2	
No. 1 bungs.....	9	
No. 2 bungs.....	5	
Middles, regular.....	20	
Middles, select, wide, 2 1/2 in. and over.....	40	
Middles, select, extra wide, 2 1/2 in. and over.....	60	
Dried bladders:		
12-15 in. wide, flat.....	.70	
10-12 in. wide, flat.....	.60	
8-10 in. wide, flat.....	.45	
6-8 in. wide, flat.....	.25	
Hog casings:		
Narrow, per 100 yds.....	2.25	
Narrow, special, per 100 yds.....	2.15	
Medium, regular.....	2.00	
Wide, per 100 yds.....	1.50	
Extra wide, per 100 yds.....	1.25	
Export bungs.....	.25	
Large prime bungs.....	.19	
Medium prime bungs.....	.13	
Small prime bungs.....	.09	
Middles, per set.....	.15	
Stomachs.....	.08	

COOPERAGE

Ash pork barrels, black hoops.....	\$1.35	@1.37 1/2
Ash pork barrels, galv. hoops.....	1.42 1/2	@1.43
Oak or hickory, black hoops.....	1.25	@1.27 1/2
Oak or hickory, galv. hoops.....	1.30 1/2	@1.31 1/2
White oak hickory tierces.....	2.17 1/2	@2.20
Red oak lard tierces.....	1.92 1/2	@1.95
White oak lard tierces.....	2.02 1/2	@2.05

NEW YORK MARKET PRICES

LIVE CATTLE

Steers, 1300-1500 lbs.....	\$ 8.00	@ 8.50
Cows, good, beef.....	6.00	
Cows, medium.....	5.00	@ 5.50
Cows, low cutter and cutter.....	3.00	@ 4.75
Bulls, sausage.....	4.25	@ 6.00

LIVE CALVES

Vealers, top.....	\$	@ 11.50
Vealers, good to choice.....	9.50	@ 10.50
Vealers, medium.....	8.00	@ 9.00
Vealers, common, heavy.....	5.50	
Calves, good to choice.....	7.50	
Calves, common.....	6.25	

LIVE LAMBS

Lambs, choice.....	\$	@ 11.25
Lambs, good.....	10.25	@ 10.50
Lambs, common.....		@ 7.00
Sheep.....	2.00	@ 4.00

LIVE HOGS

Hogs, good to choice, 187 lbs.....	\$	@ 11.40
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DRESSED BEEF

City Dressed.

Choice, native, heavy.....	16	@ 17
Choice, native, light.....	16	@ 17
Native, common to fair.....	14 1/2	@ 15 1/2
Native steers, 600@800 lbs.....	15	@ 16 1/2
Native choice yearlings, 440@600 lbs.....	15	@ 16 1/2
Good to choice heifers.....	13	@ 14
Good to choice cows.....	11 1/2	@ 12 1/2
Common to fair cows.....	10 1/2	@ 11 1/2
Fresh bologna bulls.....	11	@ 11 1/2

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.....	15	@ 16 1/2
Native choice yearlings, 440@600 lbs.....	15	@ 16 1/2
Good to choice heifers.....	13	@ 14
Good to choice cows.....	11 1/2	@ 12 1/2
Common to fair cows.....	10 1/2	@ 11 1/2

BEEF CUTS

Western.

City.

No. 1 ribs.....	19	@ 21
No. 2 ribs.....	17	@ 18
No. 3 ribs.....	16	@ 17
No. 1 loins.....	26	@ 30
No. 2 loins.....	23	@ 25
No. 3 loins.....	18	@ 21
No. 1 hinds and ribs.....	19	@ 20
No. 2 hinds and ribs.....	17 1/2	@ 18 1/2
No. 1 rounds.....	16	@ 16
No. 2 rounds.....	15	@ 15
No. 3 rounds.....	14	@ 14
No. 1 chuck.....	13	@ 14
No. 2 chuck.....	12	@ 13
Bologna.....	11	@ 12
Rolls, reg. 6@8 lbs. av.....	23	@ 25
Rolls, reg. 4@6 lbs. av.....	18	@ 20
Tenderloin, 4@6 lbs. av.....	50	@ 60
Tenderloin, 5@6 lbs. av.....	50	@ 60
Shoulder cloids.....	12	@ 14

DRESSED VEAL

Good.....	16	@ 17
Medium.....	15	@ 16
Common.....	13	@ 15

DRESSED SHEEP AND LAMBS	
Lambs, prime to choice.....	
Lambs, good.....	
Lambs, medium.....	
Sheep, good.....	
Sheep, medium.....	
7	@ 9

DRESSED HOGS

Hogs, good and choice (90-140 lbs.).....	\$16.50	@ 17.00
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FRESH PORK CUTS
Pork loins, fresh, Western, 10@12 lbs. av.....
Pork tenderloins, fresh.....
Pork tenderloins, frozen.....
Shoulders, Western, 10@12 lbs. av.....
Butts, boneless, Western.....
Butts, regular, Western.....
Hams, Western, fresh, 10@12 lbs. av.....
Picnics, West. fresh, 8@8 lbs. av.....
Pork trimmings, extra lean.....
Pork trimmings, regular 50% lean.....
Spareribs.....

SMOKED MEATS

Regular hams, 8@10 lbs. av.....	25 1/2	@ 26 1/2
Regular hams, 12@14 lbs. av.....	25 1/2	@ 26
Regular hams, 12@14 lbs. av.....	25	@ 26
Skinned hams, 10@12 lbs. av.....	27 1/2	@ 28 1/2
Skinned hams, 12@14 lbs. av.....	27	@ 28
Skinned hams, 16@18 lbs. av.....	27	@ 28
Skinned hams, 18@20 lbs. av.....	26 1/2	@ 27 1/2
Picnics, 4@6 lbs. av.....	20	@ 21
Picnics, 6@8 lbs. av.....	19	@ 20
City pickled bellies, 8@12 lbs. av.....	23	@ 25
Bacon, boneless, Western.....	20 1/2	@ 20 1/2
Bacon, boneless, city.....	28 1/2	@ 29 1/2
Rollerettes, 8@10 lbs. av.....	21 1/2	@ 22 1/2
Beef tongue, light.....	21	@ 22
Beef tongue, heavy.....	24	@ 25

FANCY MEATS

Fresh steer tongues, untrimmed.....	14c	per pound
Fresh steer tongues, L. C. trimmed.....	28c	per pound
Sweetbreads, beef.....	35c	per pound
Beef kidneys.....	12c	per pound
Mutton kidneys.....	4c	each
Livers, beef.....	20c	per pound
Oxtails.....	14c	per pound
Beef hanging tenders.....	28c	per pound
Lamb fries.....	12c	per pair

BUTCHERS' FAT

Shop fat.....	\$2.50

LIVE STOCK MARKETS ★

WEEKLY REVIEW

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, September 17, 1936, as reported by the U. S. Bureau of Agricultural Economics:

HOGS (Soft or oily hogs, excluded).		CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Lt. wt., 140-160 lbs.,						
Good-choice	8.00@ 10.00	\$ 8.00@ 10.00	\$ 8.00@ 9.25	\$ 8.65@ 9.75	\$ 8.25@ 9.25	
Medium	8.25@ 9.50	8.25@ 9.75	7.50@ 8.75	8.15@ 9.25	7.25@ 9.00	
Lt. wt., 160-180 lbs.,						
Good-choice	9.35@ 10.25	9.75@ 10.45	8.75@ 10.10	9.25@ 10.15	9.00@ 9.60	
Medium	8.75@ 10.00	9.00@ 10.25	8.25@ 9.75	8.85@ 9.75	8.50@ 9.25	
Lt. wt., 180-200 lbs.,						
Good-choice	9.85@ 10.65	10.15@ 10.55	9.75@ 10.25	9.75@ 10.35	9.50@ 9.90	
Medium	9.25@ 10.40	9.50@ 10.35	9.00@ 9.90	9.50@ 10.10	8.75@ 9.75	
Med. wt.,						
200-220 lbs., gd-ch.	10.35@ 10.70	10.45@ 10.65	9.90@ 10.25	10.10@ 10.40	9.75@ 10.00	
220-250 lbs., gd-ch.	10.40@ 10.75	10.50@ 10.65	9.85@ 10.10	10.10@ 10.40	9.90@ 10.00	
Hvy. wt.,						
250-290 lbs., gd-ch.	10.00@ 10.75	10.15@ 10.65	9.65@ 10.10	10.00@ 10.40	9.35@ 9.95	
290-350 lbs., gd-ch.	9.70@ 10.45	9.75@ 10.30	9.25@ 9.85	9.75@ 10.10	9.10@ 9.45	
PACKING SOWS:						
275-350 lbs., good	9.25@ 9.55	8.85@ 9.25	8.75@ 8.90	8.75@ 9.25	8.50@ 8.85	
350-425 lbs., good	8.50@ 9.40	8.60@ 9.00	8.65@ 8.90	8.50@ 9.00	8.00@ 8.60	
425-550 lbs., good	8.10@ 9.00	8.25@ 8.75	8.40@ 8.75	8.25@ 8.75	7.85@ 8.10	
275-550 lbs., medium	7.85@ 9.40	7.50@ 8.75	8.00@ 8.65	7.00@ 8.90	7.75@ 8.60	
SLAUGHTER PIGS, 100-140 lbs.:						
Good-choice	7.50@ 9.50	7.75@ 9.25	7.00@ 8.75	7.75@ 8.85	6.75@ 8.25	
Medium	6.75@ 9.00	6.75@ 9.00	6.50@ 8.00	7.00@ 8.60	.....
Slaughter Cattle, Calves and Vealers:						
STEERS, 550-900 lbs.:						
Choice	9.25@ 10.00	8.75@ 9.75	8.75@ 9.85	8.50@ 9.50	8.90@ 10.00	
Good	8.50@ 9.25	8.00@ 9.00	8.00@ 9.00	7.50@ 9.00	8.00@ 9.15	
Medium	7.25@ 8.50	6.00@ 8.00	6.75@ 8.00	5.75@ 8.00	6.35@ 8.15	
Common (plain)	5.50@ 7.50	5.25@ 6.25	5.25@ 6.75	4.75@ 5.75	4.75@ 6.50	
STEERS, 900-1100 lbs.:						
Prime	10.00@ 10.35	.....	.....	9.50@ 9.75	.....
Choice	9.25@ 10.00	9.00@ 10.00	9.00@ 9.85	9.00@ 9.50	9.15@ 10.00	
Good	8.50@ 9.25	8.00@ 9.25	8.00@ 9.00	8.00@ 9.00	8.15@ 9.25	
Medium	7.50@ 8.50	6.25@ 8.25	6.75@ 8.00	5.75@ 8.00	6.50@ 8.15	
Common (plain)	6.00@ 7.50	5.25@ 6.50	5.25@ 6.75	4.75@ 6.00	5.00@ 6.50	
STEERS, 1100-1300 lbs.:						
Prime	10.00@ 10.35	.....	.....	9.40@ 9.75	.....
Choice	9.25@ 10.00	9.25@ 10.00	9.00@ 9.75	9.00@ 9.50	9.00@ 9.85	
Good	8.50@ 9.25	8.25@ 9.25	8.00@ 9.00	8.00@ 9.00	8.00@ 9.15	
Medium	7.50@ 8.50	6.50@ 8.25	6.75@ 8.00	5.75@ 8.00	6.50@ 8.15	
STEERS, 1300-1500 lbs.:						
Prime	9.75@ 10.35	.....	.....	9.50@ 9.75	.....
Choice	9.25@ 10.00	8.75@ 9.50	8.75@ 9.50	8.75@ 9.40	8.85@ 9.65	
Good	8.50@ 9.25	8.25@ 9.25	8.00@ 9.00	8.00@ 9.00	8.00@ 9.15	
Medium	7.50@ 8.50	6.50@ 8.25	6.75@ 8.00	6.00@ 8.00	6.65@ 8.15	
HEIFERS, 550-750 lbs.:						
Choice	9.25@ 10.00	9.00@ 9.50	8.25@ 9.50	8.75@ 9.25	8.60@ 9.50	
Good	8.50@ 9.25	7.75@ 9.00	7.50@ 8.50	7.50@ 8.75	7.50@ 8.75	
Common (plain), medium	5.00@ 8.50	4.75@ 7.75	4.50@ 7.50	4.25@ 7.50	4.25@ 7.50	
HEIFERS, 750-900 lbs.:						
Good-choice	7.50@ 10.00	.....	7.25@ 9.50	7.25@ 9.25	7.50@ 9.75	
Common (plain), medium	5.00@ 8.25	.....	4.50@ 7.50	4.25@ 7.50	4.35@ 7.50	
COWS:						
Choice	6.25@ 7.00	.....	9.50@ 9.75	.....	.....
Good	5.00@ 6.25	5.00@ 5.50	5.00@ 5.75	5.00@ 5.75	5.00@ 5.85	
Common (plain), medium	4.10@ 5.25	4.25@ 5.00	4.00@ 5.00	3.75@ 5.00	3.85@ 5.00	
Low cutter-cutter	3.00@ 4.10	3.00@ 4.25	3.00@ 4.00	2.65@ 3.75	2.85@ 3.85	
BULLS (Yearlings excluded):						
Good (beef)	5.50@ 6.00	5.00@ 5.50	5.00@ 5.50	5.00@ 5.25	5.00@ 5.50	
Cutter, com. (plain), med.	4.00@ 5.75	3.75@ 5.25	3.75@ 5.10	3.75@ 5.00	3.50@ 5.15	
VEALERS:						
Good-choice	8.50@ 10.00	8.50@ 9.75	6.50@ 7.50	7.00@ 8.50	8.00@ 9.50	
Medium	6.00@ 8.50	7.00@ 8.50	5.50@ 6.50	5.50@ 7.00	6.50@ 8.00	
Cull-common (plain)	5.00@ 6.00	4.00@ 7.00	3.50@ 5.50	3.50@ 5.50	4.00@ 6.50	
CALVES, 250-500 lbs.:						
Good-choice	5.50@ 8.00	6.75@ 8.50	5.00@ 8.00	5.00@ 7.75	6.25@ 8.50	
Common (plain), medium	4.50@ 5.50	4.00@ 6.75	3.50@ 5.00	3.25@ 5.50	4.50@ 6.25	
Slaughter Lambs and Sheep:						
LAMBS:						
Choice	9.25@ 9.75	9.25@ 9.75	9.00@ 9.25	9.25@ 9.65	9.00@ 9.50	
Good	8.75@ 9.50	8.75@ 9.25	8.25@ 9.00	8.50@ 9.25	8.50@ 9.00	
Medium	7.25@ 9.00	7.00@ 8.75	7.25@ 8.25	7.00@ 8.50	7.25@ 8.50	
Common (plain)	6.00@ 7.25	5.00@ 7.00	6.00@ 7.25	5.00@ 7.00	6.00@ 7.25	
EWES:						
Choice	2.75@ 3.75	3.00@ 3.75	2.25@ 3.50	2.75@ 3.50	2.50@ 3.50	
Common (plain), medium	1.50@ 2.75	1.50@ 3.00	1.50@ 2.25	1.50@ 2.75	1.50@ 3.00	

LIVESTOCK PRICES COMPARED

August prices at Chicago, with comparisons:

Aug., July, Aug.,
1936. 1936. 1935.

SLAUGHTER CATTLE AND VEALERS.

Steers—	Choice	...	\$ 9.11	\$ 8.77	\$ 11.24
550-900 lbs.,	Good	...	8.38	8.03	10.44
Medium	...	7.29	7.29	8.39	
Common	...	5.97	6.16	6.35	
900-1100 lbs.,	Prime	...	9.77	9.42	11.98
...	Choice	...	9.24	8.84	11.98
...	Good	...	8.18	8.17	10.44
...	Medium	...	7.36	7.39	8.63
...	Common	...	6.14	6.31	6.62
1100-1300 lbs.,	Prime	...	9.83	9.55	11.98
...	Choice	...	9.22	8.87	12.14
...	Good	...	8.32	8.17	10.78
...	Medium	...	7.35	7.35	8.84
1300-1500 lbs.,	Prime	...	9.63	9.52	11.98
...	Choice	...	9.02	8.83	12.16
...	Good	...	8.26	8.05	10.90

Heifers—

Heifers—	Choice	...	\$ 9.02	\$ 8.46	\$ 11.17
550-750 lbs.,	Good	...	8.20	7.91	10.03
...	Com. and med.	...	6.10	5.96	7.21
750-900 lbs.,	Good and ch.	...	8.14	7.72	10.44
...	Com. and med.	...	5.93	5.94	7.22

Cows—

Choice	.....	6.48	6.41	...
Good	.....	5.49	5.48	6.44
Common and medium	.....	4.54	4.60	5.21
Low cutter and cutter	.....	3.62	3.69	3.77

Bulls (Yearlings excluded)—

Good (beef)	.....	5.66	6.06	6.42
Cutter, com. and med.	.....	4.80	5.44	5.24

Vealers:

Good and choice	.....	8.18	8.32	9.48
Medium	.....	6.65	7.06	8.06
Cull and common	.....	5.41	5.85	6.05

Calves, 250-500 lbs.—

Good and choice	.....	6.29	6.77	8.59
Common and medium	.....	4.51	5.19	5.45

HOGS.

Light light, 140-160 lbs.—	Good and choice	.....	10.42	10.38	10.96
...	Medium	.....	9.85	10.04	10.51

Light weight, 160-180 lbs.—

Good and choice	.....	10.87	10.64	11.34
Medium	.....	10.28	10.30	10.93

Light weight, 180-200 lbs.—

Good and choice	.....	11.13	10.77	11.59
Medium	.....	10.64	10.48	11.22

Medium weight—

200-220 lbs., good and ch.	.....	11.06	10.40	11.48
220-250 lbs., good and ch.	.....	10.59	9.94	11.14

Heavy weight—

250-280 lbs., good and ch.	.....	11.06	10.40	11.48
290-350 lbs., good and ch.	.....	10.59	9.94	11.14

Packing sows—

275-350 lbs., good	9.59	9.18	10.22

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, September 12, 1936, as reported to The National Provisioner:

CHICAGO.

	Cattle	Calves	Hogs	Sheep
Armour and Co.	6,118	1,310	2,105	
Swift & Co.	3,625	2,508	6,757	
Morris & Co.	1,987	1,525		
Wilson & Co.	6,402	2,485	4,180	
Anglo-Amer. Prov. Co.	694	1,152		
G. H. Hammond Co.	2,783	1,152		
Shippers	14,234	6,392	7,805	
Others	10,192	17,060	8,918	
Brennan Packing Co.	707	hogs; Western Packing Co., Inc.	1,091	hogs; Agar Packing Co., 3,609
Total	46,345	cattle; 6,199 calves; 35,102 hogs; 31,290 sheep.		
Not including	873 cattle, 476 calves, 14,761 hogs and 34,656 sheep bought direct.			

KANSAS CITY.

	Cattle	Calves	Hogs	Sheep
Armour and Co.	5,234	1,405	2,026	2,928
Cudahy Pkg. Co.	3,834	1,354	3,022	
Morris & Co.	1,878	1,185	1,468	
Swift & Co.	5,359	2,045	3,385	4,664
Wilson & Co.	4,417	2,112	1,553	2,564
Indpt. Pkg. Co.	243	1,152		
Kornblum Pkg. Co.	1,275	1,222	1,222	
Others	8,506	3,583	661	
Total	30,553	9,846	12,144	15,908
Not including	17,736 hogs bought direct.			

OMAHA.

	Cattle and Calves	Hogs	Sheep
Armour and Co.	4,419	2,214	2,597
Cudahy Pkg. Co.	5,355	3,405	5,054
Dole Pkg. Co.	1,285	3,178	
Morris & Co.	2,991	2,331	451
Swift & Co.	6,284	2,710	4,093
Others	10,456		
Eagle Pkg. Co.	16 cattle; Grt. Omaha Pkg. Co., 23 cattle; Geo. Hoffman Pkg. Co., 60 cattle; Lewis Pkg. Co., 351 cattle; Omaha Pkg. Co., 133 cattle; J. R. Bros. Sons, 89 cattle; S. O. Omaha Pkg. Co., 195 cattle; Lincoln Pkg. Co., 315 cattle; Wilson & Co., 523 cattle; Nagle Pkg. Co., 33 cattle.		
Total	22,460	cattle and calves; 24,294 hogs; 12,195 sheep.	
Not including	60 cattle, 843 hogs and 12,873 sheep bought direct.		

EAST ST. LOUIS.

	Cattle	Calves	Hogs	Sheep
Armour and Co.	2,786	2,003	3,515	5,510
Swift & Co.	5,013	2,789	3,246	4,796
Morris & Co.	1,265	241	410	
Hunter Pkg. Co.	2,483	1,926	2,592	1,428
Hill Pkg. Co.			1,914	
Krey Pkg. Co.			1,331	
Laclede Pkg. Co.			947	
Shippers	7,403	6,733	15,235	2,406
Others	4,339	1,222	8,304	1,096
Total	22,289	14,292	37,494	15,236
Not including	3,922 cattle, 4,607 calves, 19,009 hogs and 2,114 sheep bought direct.			

ST. JOSEPH.

	Cattle	Calves	Hogs	Sheep
Swift & Co.	3,243	1,152	5,955	10,047
Armour and Co.	4,006	1,213	4,576	4,349
Others	1,758	41	1,943	2,107

Total 9,007 2,406 12,474 16,503

SIOUX CITY.

	Cattle	Calves	Hogs	Sheep
Cudahy Pkg. Co.	3,750	465	2,970	2,538
Armour and Co.	3,775	437	2,862	2,327
Swift & Co.	3,065	499	1,969	1,871
Shippers	4,292	4	5,880	838
Others	300	24	72	5

Total 15,191 1,420 13,753 7,579

OKLAHOMA CITY.

	Cattle	Calves	Hogs	Sheep
Armour and Co.	3,985	2,523	3,248	655
Wilson & Co.	3,537	2,493	3,314	711
Others	263	53	584	

Total 7,783 5,069 7,146 1,366

Not including 80 cattle and 662 hogs bought direct.

INDIANAPOLIS.

	Cattle	Calves	Hogs	Sheep
Kingan & Co.	1,412	839	9,757	2,467
Armour and Co.	1,006	86	1,933	115
Hilgemeter Bros.	5	1	921	
Stumpf Bros.			91	
Schussler Pkg. Co.	33		145	
Meier Pkg. Co.	92	11	150	
Ind. Prov. Co.	33	14	103	2
Maaas Hartman Co.	32			
Art Wabnitz	6	81		25
Shippers	3,478	2,225	13,161	4,743
Others	734	119	157	397

Total 6,831 3,375 26,418 7,749

ST. PAUL.

	Cattle	Calves	Hogs	Sheep
Armour and Co.	5,188	2,691	8,903	10,864
Cudahy Pkg. Co.	777	1,363		
Swift & Co.	7,196	4,167	13,510	15,622
United Pkg. Co.	2,929	325		
Others	2,018	414	4,719	2,348

Total 18,099 8,960 27,132 28,834

Not including 1,165 cattle bought direct.

FT. WORTH

	Cattle	Calves	Hogs	Sheep
Armour and Co.	4,622	2,248	1,627	2,507
Swift & Co.	4,440	1,912	1,246	2,738
City Pkg. Co.	229	154	195	
Blue Bonnet Pkg. Co.	197	86	158	
H. Rosenthal Pkg. Co.	38	1	16	28

Total 9,526 4,401 8,242 5,273

DENVER.

	Cattle	Calves	Hogs	Sheep
Armour and Co.	1,085	282	1,762	36,812
Swift & Co.	1,048	138	1,703	26,983
Others	2,068	480	1,673	24,858

Total 4,201 900 5,138 85,633

WICHITA.

	Cattle	Calves	Hogs	Sheep
Cudahy Pkg. Co.	1,650	1,340	1,692	884
Dold Pkg. Co.	1,021	197	1,274	71
Wichita D. B. Co.	24			
Dunn-Ostertag	183			
Fred W. Dold	121			
Sunflower Pkg. Co.	71			
So. West Beef Co.	34			

Total 3,113 1,537 3,338 955

Not including 1,358 hogs bought direct.

MILWAUKEE.

	Cattle	Calves	Hogs	Sheep
Plankinton Pkg. Co.	2,049	2,191	7,934	1,834
United Dressed Beef Co.	54		195	
Armour and Co., Mil.	830	1,082		
N. Y. Butchers D. M. Co.	38		195	
Corkran-Hill Balt.	49	66	13	
R. L. & Co.	226	22	84	99
Van Wagener & S. Harrison, N. J.	226	22	84	99
Shippers	350	300	52	300

Total 3,596 4,161 9,359 2,246

CINCINNATI.

	Cattle	Calves	Hogs	Sheep
S. W. Gall's Son	49		403	
E. Kahn's Sons	589	276	5,080	
Lohrey Pkg. Co.	2		230	
H. H. Meyer Pkg. Co.	18		2,420	
J. Schlachter's Son	200	179	80	
J. & F. Schroth P. Co.	24		1,970	
J. F. Stegner & Co.	397		165	
Shippers	167	286	3,402	1,837
Others	1,707	838	423	413

Total 3,104 1,793 13,525 2,653

Not including 947 cattle, 499 calves, 1,569 hogs and 3,590 sheep bought direct.

RECAPITULATION.

CATTLE.

Week ended	Cor.	Prev. week.	Week.
Sept. 12.	46,345	53,532	15,132
Kansas City	30,553	32,784	27,131
Omaha	22,469	24,203	18,656
East St. Louis	23,289	21,269	34,082
St. Joseph	9,007	9,248	7,172
Sioux City	15,191	17,272	10,766
Oklahoma City	7,785	8,494	5,427
Wichita	3,113	3,297	2,411
Denver	4,211	4,725	3,423
St. Paul	18,099	17,167	11,687
Chicago	35,102	43,938	28,400
Kansas City	12,144	13,732	8,358
Omaha	37,494	40,815	21,262
East St. Louis	12,474	12,635	9,003
St. Joseph	13,753	17,661	9,606
Oklahoma City	7,146	6,513	4,380
Wichita	3,338	3,481	2,603
Denver	5,138	5,093	4,581
St. Paul	27,132	27,382	8,400
Chicago	9,359	10,602	6,365
Kansas City	26,418	30,440	22,282
Omaha	13,525	17,198	10,522
East St. Louis	15,236	14,899	17,602

Total 203,109 213,645 163,151

HOSES.

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CORN BELT DIRECT TRADING

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., Sept. 17, 1936—At 22 concentration points and 9 packing houses in Iowa and Minnesota, trade in hogs was very slow most of the week. Loading was considerably heavier and quotations were 40@60c under last week's close. Spots, mostly light kinds, 70c lower; packing sows 35@40c off, few 45c off. Current prices, off truck, good to choice 200 to 250 lb., \$9.90@10.15, mostly \$10.00 up at plants; long hauls \$10.25; rail consignments \$10.35 or slightly higher; 250 to 290 lb. off truck to \$8.95 or slightly better off cars; extreme weights in truck lots down to \$7.85 or below.

Receipts week ended Sept. 17, 1936:

	This week.	Last week.
Friday, Sept. 11	13,200	12,600
Saturday, Sept. 12	12,800	13,900
Monday, Sept. 14	22,800	Holiday
Tuesday, Sept. 15	15,400	25,300
Wednesday, Sept. 16	17,900	13,400
Thursday, Sept. 17	15,900	12,500

RECEIPTS AT CHIEF CENTERS

Week ended September 12, 1936:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended Sept. 12	260,000	278,000	379,000
Previous week	280,000	355,000	353,000
1935	313,000	204,000	387,000
1934	1559,000	366,000	433,000
1933	226,000	*1,055,000	429,000

At 11 markets:

	Hogs.
Week ended Sept. 12	205,000
Previous week	257,000
1935	150,000
1934	315,000
1933	*1,243,000
1932	355,000

At 7 markets:

Cattle.	Hogs.	Sheep.	
Week ended Sept. 12	203,000	183,000	224,000
Previous week	216,000	209,000	213,000
1935	228,000	122,000	240,000
1934	1423,000	267,000	293,000
1933	189,000	*826,000	302,000

*Hog receipts for 1933 include pigs and sows killed by the government.

†Cattle receipts for 1934 include government owned stock.



KENNETH-MURRAY
Livestock Buying Service

THE KEY TO SATISFACTION

Detroit, Mich. Cincinnati, O. Dayton, O. Omaha, Neb.
Indianapolis, Ind. La Fayette, Ind. Louisville, Ky.
Nashville, Tenn. Sioux City, Ia. Montgomery, Ala.

Week ending September 19, 1936

LIVESTOCK AT 69 MARKETS

Movement, 69 markets, August, 1936:

	Receipts.	Local slaughter.	Shipments.
CATTLE.			
August, 1936	1,579,979	903,549	637,440
August, 1935	1,369,347	744,805	595,612
August av. 5 years	1,613,260	829,705	765,618
CALVES.			
August, 1936	636,161	418,866	210,957
August, 1935	375,001	391,036	197,203
August av. 5 years	650,052	435,661	210,614
HOGS.			
August, 1936	1,747,335	1,165,741	572,495
August, 1935	1,278,383	873,849	401,218
August av. 5 years	2,425,709	1,662,146	737,995
SHEEP AND LAMBS.			
August, 1936	2,287,486	1,010,672	1,270,692
August, 1935	2,577,008	1,144,250	1,433,713
August av. 5 years	2,836,600	1,292,499	1,524,441

FEEDER SHIPMENTS LARGER

Market increases in shipments of feeder hogs and sheep from twelve markets during August, 1936, are shown over shipments of the same month last year, while shipments of cattle are some 2,500 head less. Hogs shipped out for further feeding totaled 33,434 head compared with 15,309 in August, 1935. Lamb shipments totaled 220,595 during the month compared with 163,971 in the same month a year ago, while the cattle shipments at 199,417 head compared with 202,023 in August, 1935. Feeder cattle shipments from Chicago this year were larger but both Kansas

MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics.)

WESTERN DRESSED MEATS

	STEERS, carcass	NEW YORK.	PHILA.	BOSTON.
Week ending Sept. 12, 1936	17,173	2,836	2,628	
Week previous	8,336	2,865	2,948	
Same year ago	9,512	2,473	2,290	
COWS, carcass		2,305	2,196	1,640
Week ending Sept. 12, 1936		1,210	1,550	1,622
Week previous		2,068	1,599	2,161
Same year ago		239	792	14
BULLS, carcass		310	593	10
Week ending Sept. 12, 1936		267 1/2	424	13
Week previous		11,897	1,741	686
Same year ago		9,875	1,953	726
VEAL, carcass		11,748	1,787	592
Week ending Sept. 12, 1936		32,168	12,643	13,659
Week previous		38,855	12,398	14,705
Same year ago		38,185	10,215	19,216
MUTTON, carcass		3,169	293	722
Week ending Sept. 12, 1936		2,584	324	431
Week previous		2,301	419	440
Same year ago		1,715,169	358,290	251,550
PORK CUTS, lbs.		1,520,054	341,516	162,989
Week previous		1,309,411	288,049	149,744
Same year ago		383,821	.....	.....
BEEF CUTS, lbs.		361,845	.....	.....
Week previous		428,691	.....	.....

LOCAL SLAUGHTERS

Week ending Sept. 12, 1936	9,417	1,507	.....
Week previous	9,750	1,653	.....
Same year ago	9,847	2,335	.....
CATTLE, head		15,266	2,021
Week ending Sept. 12, 1936		14,920	2,400
Week previous		18,746	3,098
Same year ago		33,556	12,800
CALVES, head		34,981	12,986
Week ending Sept. 12, 1936		31,015	8,697
Week previous		63,356	3,624
HOGS, head		59,471	4,254
Week ending Sept. 12, 1936		63,133	6,346
Week previous	
SHEEP, head	
Week ending Sept. 12, 1936	
Week previous	
Same year ago	

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HIDES AND SKINS

WEEKLY MARKET REVIEW

Chicago

PACKER HIDES.—Further strength was shown by the packer hide market this week, with an advance of a half-cent paid for all native and branded steers and also heavy and light native cows; branded cows moved in volume early at a quarter-cent advance, with higher now asked. Total sales so far were slightly over 90,000 hides. In addition to this, three packers moved a total of 38,000 more light native cows at the close of last week at the old price. Sales of heavy steers by one packer only.

Shoe production for August is generally expected to show a good increase, and production for the entire year will probably reach a new high record, if the present rate is maintained. A better demand for hides is reported at foreign markets, with reduced supplies there and the possibility that foreign buyers may turn to this market for their source of raw materials.

Packers generally are fairly closely sold up on most descriptions. Some packers claimed they had no steers to offer this week, and present prices have been declined for more hides. The kill of light stock is fairly liberal at this season but packers expect to use their short supply of heavy hides to move the lights to better advantage.

One packer sold 2,500 Sept. native steers at 15c. Two packers sold 6,000 extreme light native steers and Association 1,000, all at 13c; 1,000 more Aug.-Sept. moved late last week at 12½c. One lot of 4,000 Sept. butt branded steers sold at 15c, 4,000 Colorados at 14½c, and 2,000 heavy Texas steers at 15c, all ½c up. Light Texas steers 13½@14c asked. Extreme light Texas steers quotable 11½c declined.

One packer sold 3,200 June forward heavy native cows at 13½c, or ½c up; 14c now asked. One packer sold 10,000 light native cows, and Association 2,000 Sept., all at 11½c; later 5,000 Sept. light cows sold at 12c, reported going to Exchange operators. At close of last week 38,000 more light cows moved at 11½c for mixed northern and River points. All packers sold total of 49,000 Aug.-Sept. branded cows and Association 2,000 Sept., all at 11½c, or ½c up, and declined for more.

Bids of 10c declined for native bulls.

OUTSIDE SMALL PACKER HIDES.—Outside small packer all-weight natives of current take-off quotable 11@11½c, f.o.b. nearby short freight points, with brands ½c less. Chicago take-off 11½@11½c nom.

PACIFIC COAST.—Last reported sale in Pacific Coast market was at 12c for Aug. steers and 9½c for cows, flat.

f.o.b. shipping points, with earlier sales at ¼c less for steers.

FOREIGN WET SALTED HIDES.—South American market also higher. A pack of 4,000 Argentine steers sold early at 80 pesos, equal to 13½c, c.i.f. New York, as against 78½ pesos or 13½c late last week; also 4,000 Uruguay steers equal to 13½c. Later 4,000 LaBlancas and 4,500 Wilson steers moved to the States at 81½ pesos, or 13½@13½c.

COUNTRY HIDES.—With the further advance in the packer market this week, more interest has been shown in country hides, due to the widening of the spread between countries and packers. The country market has been handicapped by recent sales of Government owned drought hides, with bids on the next offering to be opened September 24; these drought hides satisfy the requirements of certain buyers of country stock and lessen demand to that extent. Untrimmed all-weights, around 47 lb. av., quoted 8½@8½c, top usually asked, selected, delivered Chicago. Bids of 7½c, flat, declined for heavy steers and cows, asking 8c flat, or 8½c, selected, trimmed. Buff weights reported sold at 9½c, trimmed. Car or so of trimmed extremes moved at 10½c, and later several cars at 10½c. Bulls quoted 6½@7c; glues 6½@6½c. All-weight brands 7½@7½c, flat.

CALFSKINS.—Trading previous week disposed of a good part of packer Aug. production of calf, at 21c for northern heavies 9½/15 lb., and 21½c for Detroit, Cleveland and Evansville, usual premium for those points; 20c for River point heavies, and 21c for lights under 9½ lb.; Oklahoma all-weights moved at 15c, and Milwaukees at 20½c for packers and 19½c for cities. Couple packers still hold Aug. northern heavies and one holds River points, with no selling pressure apparent.

One collector late this week sold 5,000 Chicago city 8/10 lb. calf at 17½c, the asking price; 10/15 lb. had been available at 17½c but now asking 17½c. Outside cities, 8/15 lb., quoted 17@17½c; mixed city and country lots 15@15½c; straight countries 12½@13c flat. Chicago city light calf and deacons quoted \$1.35, recently paid.

KIPSKINS.—Packers moved most of their Aug. kip skin production earlier, basis 16c for northern natives, 15c for northern over-weights, southerns a cent less; brands at 13½c. One packer later obtained 16½c for Aug. northern natives. Two packers hold northern over-weights and one holds a few brands, but showing no anxiety to sell.

Chicago city kip skins are offered at

14½c, with bid of 14½c declined; 700 over-weights moved at 13½c. Outside cities around 14½c nom.; mixed cities and countries 12½@13c; straight countries 11½@11½c flat.

Packer Aug. regular slunks were cleaned up previous week at \$1.02½.

HORSEHIDES.—Market steady to a shade firmer, with occasional sales reported within the price ranges. Choice city renderers, with full manes and tails, quotable \$3.65@3.75, f.o.b. nearby shipping points; ordinary trimmed renderers \$3.40@3.50, delivered Chicago; mixed city and country lots \$3.10@3.25, Chicago.

SHEEPSKINS.—Dry pelts range 18@19c per lb., delivered Chicago, for full wools. Production of big packer shearlings now very light; market generally quoted \$1.00@1.05 for No. 1's, 75@80c for No. 2's and 50@55c for No. 3's; one packer's last sales were at \$1.00, 75c and 50c, while another reported sales at same time at \$1.15, 85c and 55c for the three grades, for better than usual run of stock. Pickled skins last sold at \$5.62½ per doz. and asking \$5.75 now for Sept. skins. Big packer native lamb pelts quoted up to \$1.85 per cwt. live lamb, reported to have been paid to an outside packer; outside small packer pelts range \$1.00@1.10 each for good skins, according to quality and section.

New York

PACKER HIDES.—At the week's opening, one New York packer sold a car Sept. native steers at 15½c, or a full cent over last sale of Aug. steers. Following the advance in the western market, sellers advanced their ideas to 16c. Brands quotable on basis of Chicago market.

CALFSKINS.—Collectors calfskins quotable 4-5's \$1.30, 5-7's \$1.45, 7-9's \$1.90, 9-12's \$2.45, 12-17 kips \$2.80, 17 lb. up about \$3.00; good inquiries and stocks light, with collectors asking 10c higher and possibility of some business later at a compromise price. Packer calf quoted nominally 4-5's \$1.50, 5-7's \$1.65, 7-9's \$2.10, 9-12's \$2.65, 12-17 lb. kips \$3.00, 12-17 buttermilks \$2.65, 17 lb. up \$3.30, subject to later action on cities.

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended September 12, 1936, were 3,761,000 lbs.; previous week, 3,870,000 lbs.; same week last year, 4,819,000 lbs.; from January 1 to September 12 this year, 149,441,000 lbs.; same period a year ago, 177,470,000 lbs.

Shipments of hides from Chicago for the week ended September 12, 1936, were 3,995,000 lbs.; previous week, 4,453,000 lbs.; same week last year, 4,991,000 lbs.; from January 1 to September 12 this year, 147,057,000 lbs.; same period a year ago, 213,555,000 lbs.



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Up and Down the

MEAT TRAIL

Meat Packing 40 Years Ago

(From The National Provisioner, September 19, 1896.)

Cudahy Packing & Canning Co., South Omaha, Neb., was awarded contract for the supply of canned corned beef for the British royal navy.

Parker, Webb & Co., Detroit, Mich., registered their "Silver Medal" trade mark for leaf lard.

W. O. Johnson severed his connection with Cudahy Packing Co., Seattle, Wash., and became associated with Frye-Bruhn Co., packers and wholesale meat dealers of Seattle.

Eastern Beef Co., with capital stock of \$100,000, was formed at Bridgeport, Conn.

St. Louis, Mo., stock yards opened a large sausage factory.

Oscar Mayer and Brother, Chicago, added a new building and another ice machine to their plant on Sedgwick street.

S. G. Sinclair, Liverpool, England, and M. Danahy, Buffalo, N. Y., were visitors on New York Produce Exchange.

Sale of 120,000 hides by Swift & Company in Chicago firmed the market considerably.

William Brunner, vice-president Paterson Parchment Paper Co., reported that packers used to think any kind of straw paper good enough to wrap their hams and bacon in. Now it is a common thing to ship parchment by the carload to individual packers.

Meat Packing 25 Years Ago

(From The National Provisioner, September 23, 1911.)

Recent Canadian elections defeated the policy of trade reciprocity with the United States.

Indianapolis Abattoir Co. established a branch house at Bayonne, N. J.; Swift & Company completed plans for branch houses at Bangor, Maine, and Corpus Christi, Tex.; Cudahy Packing Co. commenced erection of branch house at Pittston, Pa.; and Armour and Company at Stamford, Conn.

Halstead Packing Co., Jersey City, N. J., was incorporated with capital stock of \$500,000, to manufacture lard, lard compounds and similar products. E. R. Carhart, J. S. Carney, W. H. Douglas, A. Dyer, C. E. Kuh and E. C. Rice were incorporators.

Contract was let for building the first modern packing plant at Montevideo, Uruguay, for a North American packer.

Completion was scheduled for July, 1912.

Charles A. Kerber, Elgin, Ill., packer, installed a four-ton refrigerating machine and triple-pipe brine cooling system for use in one of his retail markets.

Chicago News of Today

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 33,013 cattle, 5,271 calves, 30,408 hogs and 25,394 sheep.

Both the Chicago Board of Trade and the Chicago Union Stock Yards will return to a standard-time schedule on September 28, even though the balance of the city stays on daylight saving time.

LeRoy B. Steele, assistant director of sales, Cellophane division, E. I. duPont de Nemours Co., was in Chicago this week attending district sales meetings of his men and planning for the Cellophane exhibit at the meat packers' convention.

Harry McLerie, vice president, Swift International, returned this week from a trip to South America.

William Etz, of Wilson & Co.'s provision department, returned recently from a two weeks' vacation at his old home in Missouri.

Lacy Lee, well-known packinghouse provision broker, underwent a surgical operation at St. Luke's hospital recently, and his many friends in the trade will be glad to learn that he is recovering rapidly.

R. C. Pollock, general manager, National Live Stock and Meat Board, is on a two weeks' trip to Minnesota and Iowa.

Chicago packinghouse executives, as well as operating men in other sections, have been shocked to learn of the death in Los Angeles last month of W. B. Farris, former general superintendent of Morris & Co. He had been in ill health for some time, following a throat operation, and passed away at the age of 70. He was born in Ohio and began his 33 years of service with Morris in the oleo department. He was sent to St. Joseph, Mo., to open the new oleo department



CLASS "A" CHAMPIONS OF CINCINNATI

Ladies' soft ball team of H. H. Meyer Packing Co., which won the Cincinnati championship and reached the semi-finals in the national amateur championship tournament held in Chicago, to which they came in their own special bus. At right is "Doc" Milner, coach, and at left Fred Murphy, assistant coach, both Meyer employees. INSERT.—George Schlereth, vice president, H. H. Meyer Packing Co., who accompanied the team to Chicago. (Photos by The National Provisioner.)

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 AND SEE FOR YOURSELF*

A. C. LEGG PKG. CO.
 BIRMINGHAM ALABAMA

**Legg's
 OLD PLANTATION
 SEASONINGS**

there, became assistant plant superintendent and superintendent and was made superintendent of the Chicago plant in 1903. The next year he was put in charge of all the company's plants, which position he held until his retirement in 1923. He was recognized as a reliable expert on all packinghouse operations and a deep student of operating problems. On his retirement he made his home in California. He leaves a widow, two sons and three grandchildren.

A modern air-conditioned beef sales cooler was placed in service this week by the Superior Packing Co., Chicago. Official opening was held on September 13, and on invitation of president Ira Lowenstein was visited by many interested meat men. The cooler has a capacity of about 40 tons of carcasses and cuts and is refrigerated with a 6-ton Buffalo unit cooler. Insulation and rails were furnished by Luse-Stevenson Co., Chicago. Superior specializes in boneless beef and U. S. government graded beef.

John A. Kotal, secretary of the National Association of Retail Meat Dealers, with Mrs. Kotal, met with an auto accident on September 13 while on his way to attend the annual meeting of the Wisconsin Retail Meat Dealers' Association at Milwaukee. Both were considerably shaken up and although not seriously injured were unable to proceed on their journey. Mr. Kotal was scheduled as a convention speaker.

F. R. Marshall, Salt Lake City, secretary of the National Wool Growers' Association and member of the National Live Stock and Meat Board, was a Chicago visitor this week. Another well known representative of the livestock industry in the city this week was F. R. Mollin, secretary of the American National Live Stock Association.

company has encouraged athletics among its employees for many years, and has aided in developing many outstanding bowling, baseball and basketball teams.

James A. Brady, for the past 23 years head of the Van Wagenen & Schickhaus division of Swift & Company, Newark, N. J., died at his home in Montclair on September 8 of a heart attack. He was 66 years of age. Mr. Brady joined Swift & Company at Chicago in 1896 and spent the balance of his life in its service. He was connected with the Chicago organization until 1906, when he was transferred to the company's San Francisco plant, where he remained for a year, when he was sent to Jersey City as plant superintendent. Early in 1913 Mr. Brady was made manager of Van Wagenen & Schickhaus, of which he was president at the time of his death. Surviving are the widow, one daughter and a son, Donald Brady, who is associated with the branch house provision department of Swift & Company at Chicago. Long a familiar and beloved figure in the Eastern meat trade and a regular attendant at conventions of the Institute of American Meat Packers, Mr. Brady's passing is a distinct loss to his many friends and to the trade.



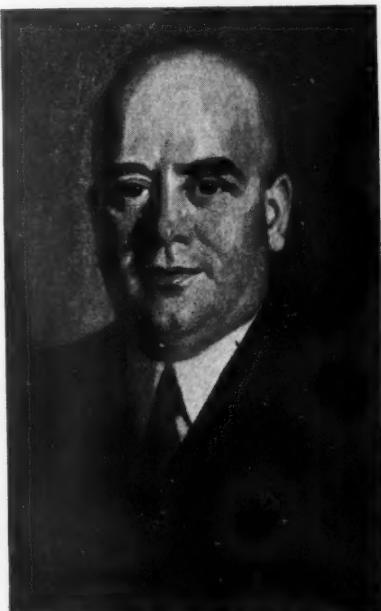
Countrywide News Notes

Part of the plant and offices of A. F. Schwahn & Sons Co., Eau Claire, Wis., was destroyed by fire recently, with an estimated loss of around \$10,000, covered by insurance. Operations will continue as usual.

Cudahy Packing Co. has installed creamery equipment at its district branch at Cuero, Tex., to undertake what has been stated to be its first venture in the creamery business in that state.

The ladies' soft ball team composed of employees of the H. H. Meyer Packing Co., amateur class A champions of Cincinnati, O., competed in the national amateur soft ball tournament held in Chicago during the latter part of last week and this week. The team made a good showing, reaching the semi-finals. The Meyer team of 18 players made the trip to Chicago in a chartered bus and was accompanied by George Schlereth, vice president in charge of sausage and processing, coach "Doc" Milner and assistant coach Fred Murphy. The Meyer

LIKENESS OF A LEADER
This portrait of Frank Hunnisett, head of Canada's largest independent packing house, was presented to him by his staff on his 60th birthday and the 45th anniversary of his company.



Week ending September 19, 1936

New York News Notes

Vice president James D. Cooney and E. A. Ellendt, canned meats department, Wilson & Co., Chicago, were visitors to New York last week.

John Holmes, vice president, Swift & Company, Chicago, was a visitor to New York last week.

F. D. Green, assistant general superintendent; H. W. Morsch, comptroller's division, and S. Teitelman, research department, Armour and Company, Chicago, were in New York last week.

President Samuel Slotkin, Hygrade Food Products Corporation, left on the Ile de France on September 12 to spend a month in England and France.

Vacations are few and far between for Max Goldstein of the Majestic Provision Co., 209 Lewis st., New York. However, he is planning to make his present one, which is the first in 35 years, a memorable one. He left New York September 12, visited Chicago for a few days and then continued to California, where he will spend a few weeks.

Meat, fish and poultry seized and destroyed by the health department of the city of New York during the week ended September 12, 1936, were as follows: Meat—Brooklyn, 25 lbs.; Manhattan, 275 lbs.; Bronx, 14 lbs.; Queens, 200 lbs.; total, 514 lbs. Fish—Brooklyn, 1 lb.; Bronx, 50 lbs.; Queens, 3 lbs.; total, 54 lbs. Poultry—Manhattan, 23 lbs.; Bronx, 3,314 lbs.; Queens, 9 lbs.; total, 3,346 lbs.

DOUBLE ANNIVERSARY

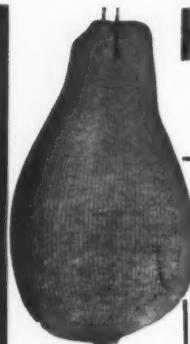
Frank Hunnisett, head of Frank Hunnisett, Ltd., Toronto, Can.—largest independent producers of beef, veal and lamb in Canada—celebrated his 60th birthday on September 15. It was also the 45th anniversary of the founding of the business by his father, the late Frank Hunnisett. Celebrating the day, his staff and employees presented to him a portrait of himself by the famous Canadian portrait artist, Charles MacGregor.

At the age of 16 years young Frank Hunnisett took over the wholesale meat business of his father, who had been a partner of Thomas Crawford in the first livestock commission business established in Canada. As it grew there were several moves to larger quarters. In 1932 even the facilities of the Toronto municipal abattoir proved inadequate, and the present plant was erected at St. Clair ave. and Symes Rd. Nature of the business was changed from local distribution to service throughout the provinces of Ontario and Quebec. The plant is said to be one of the most modern in America.

Well-known throughout Canada, Mr. Hunnisett is active as a civic leader and a member of many organizations. His son, F. W. Hunnisett, is vice president of the company. Both have been members of THE NATIONAL PROVISIONER'S family of readers for many years.

Page 49

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BUENOS AIRES

CHICAGO
HAMBURG

LONDON
WELLINGTON

RETAIL MEAT PRICES

Average of semi-monthly prices at New York and Chicago for all-grades of pork and good grade of other meats in mostly cash and carry stores.

NEW YORK. CHICAGO.

	Aug. 31.	Aug. 31.	Aug. 31.	Aug. 31.	Aug. 31.
Beef:					
Porkhouse steak	.45	.49	.43	.42	.44
Sirloin steak	.39	.42	.35	.36	.37
Round steak	.37	.42	.34	.32	.36
Rib roast, 1st 8 cuts	.29	.35	.26	.28	.30
Chuck roast	.22	.28	.18	.21	.24
Plate beef	.14	.18	.10	.14	.16
Lamb:					
Legs	.27	.26	.24	.28	.24
Loin chops	.49	.41	.42	.43	.37
Rib chops	.39	.34	.32	.37	.34
Stewing	.13	.11	.10	.17	.15
Pork:					
Chops, center cuts	.37	.40	.33	.36	.38
Bacon, strips	.38	.43	.29	.37	.42
Bacon, sliced	.43	.47	.33	.43	.48
Hams, whole	.34	.35	.25	.31	.32
Picnics, smoked	.24	.27	.16	.23	.25
Lard	.18	.23	.14	.15	.21
Veal:					
Cutlets	.44	.47	.39	.37	.36
Loin chops	.35	.38	.39	.32	.32
Rib chops	.30	.33	.26	.28	.28
Stewing (breast)	.16	.18	.13	.14	.15
	.11				.11

¹Top round at New York.

CHAIN STORE NOTES

Sales of Safeway Stores, Inc., for the four weeks ended September 5, totaled \$28,176,503, an increase of 17.6 per cent over those of the like period in 1935. For the 36 weeks ended September 5, sales totaled \$230,437,237 against \$195,037,850 in the 1935 period, an increase of 18.1 per cent.

Dominion Stores, Inc., Toronto, Can., report increase of 13.7 per cent for the four weeks ended September 5, when sales totaled \$1,467,762. For the 36-week period sales amounted to \$13,333,905 compared with \$12,039,092 in 1935, an increase of 10.7 per cent.

Kroger Grocery & Baking Co. reported sales totaling \$18,087,827 for the four weeks ended September 5, an increase of 9 per cent over the 1935 period. For the 36 weeks of 1936 sales amounted to \$163,148,756 compared to a 1935 total of \$158,747,380, or an increase of 3 per cent. The company has 4,217 stores in operation, a decrease of 77 from the number operated in the period ended September 5, 1935.

NEWS OF THE RETAILERS

Harry Ziebell has engaged in meat business at 2102 N. Bartlett ave., Milwaukee, Wis.

Bob Piele has taken over management of Peoples' Independent meat market, Kent, Wash.

Chester Avenue meat market has opened at 12 Chester ave., San Francisco, Calif.

George Schuster has engaged in meat business at 1432 N. E. Broadway, Portland, Ore.

Gerhard Johnson opened meat market at West Union, Ia.

Charles M. Piskac will open meat business at Pilger, Nebr.

Week ending September 19, 1936

WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on September 17, 1936:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS, 300-500 lbs. ¹ :				
Choice	\$15.00@16.00			
Good	13.50@15.00			
Medium	10.50@13.50		\$11.00@13.50	
Common (plain)	9.00@10.50		10.00@11.00	
STEERS, 500-600 lbs.:				
Prime	16.50@17.00			
Choice	15.00@16.00		15.50@16.50	\$15.50@16.00
Good	13.00@15.00		13.50@15.50	14.00@15.50
Medium	10.50@13.00		11.00@13.50	11.50@14.00
Common (plain)	9.00@10.50		10.00@11.00	10.00@11.50
STEERS, 600-700 lbs.:				
Prime	16.00@16.50			
Choice	15.00@15.50		14.50@15.50	15.50@16.00
Good	13.00@15.00		13.50@14.50	14.00@15.00
Medium	11.00@13.00	\$11.00@13.00	11.50@13.50	11.50@14.00
STEERS, 700 lbs. up:				
Prime	15.50@16.00		15.50@16.00	
Choice	14.50@15.00		15.00@15.50	15.50@16.00
Good	13.00@14.50		13.50@15.00	14.00@15.50
COWS:				
Choice	9.50@10.50		10.50@11.50	11.00@11.50
Good	8.50@9.50		10.00@10.50	10.50@11.00
Medium	8.00@8.50		9.50@10.00	8.50@9.50
Common (plain)				9.50@10.50
Fresh Veal:				
VEAL ² :				
Choice	16.00@17.00		16.00@17.00	16.00@17.00
Good	15.00@16.00		15.00@16.00	15.00@16.00
Medium	13.00@15.00		13.00@16.00	13.00@15.00
Common (plain)	11.00@13.00		11.00@13.00	12.00@14.00
CALF ² ³ :				
Good	11.00@12.00		13.00@14.00	
Medium	10.00@11.00		12.00@13.00	
Common (plain)	9.00@10.00		11.00@12.00	
Fresh Lamb and Mutton:				
LAMBS, 28 lbs. down:				
Choice	17.00@18.00		18.50@19.50	18.00@19.00
Good	16.00@17.00		17.50@18.50	17.00@18.00
Medium	14.00@16.00		16.00@18.00	16.00@17.00
Common (plain)	12.00@14.00		14.00@16.00	14.00@16.00
LAMBS, 39-45 lbs.:				
Choice	17.00@18.00		18.00@19.00	18.00@19.00
Good	16.00@17.00		17.00@18.00	17.00@18.00
Medium	14.00@16.00		16.00@17.00	16.00@17.00
Common (plain)				14.00@16.00
LAMBS, 46-55 lbs.:				
Choice	17.00@18.00		17.50@18.50	18.00@19.00
Good	16.00@17.00		17.00@18.00	17.00@18.00
MUTTON, Ewe, 70 lbs. down:				
Good	7.00@8.00		8.50@9.50	9.00@10.00
Medium	6.00@7.00		7.00@8.00	8.00@9.00
Common (plain)	5.00@6.00		6.00@7.00	7.00@8.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	22.50@24.50		23.00@25.00	22.00@26.00
10-12 lbs. av.	21.50@23.50		23.00@25.00	22.00@24.50
12-15 lbs. av.	19.50@21.50		22.00@23.00	20.00@22.00
16-22 lbs. av.	16.50@17.50		18.00@20.00	17.00@19.00
SHOULDERS, N. Y. Style, Skinned:				
8-12 lbs. av.	15.50@16.50		17.00@18.00	17.00@18.00
PICNICS:				
6-8 lbs. av.		17.00@17.50		
BUTTS, Boston Style:				
4-8 lbs. av.	19.00@21.00		21.00@22.00	21.00@22.00
SPARE RIBS:				
Half Sheets	14.00@15.00			
TRIMMINGS:				
Regular	13.50@14.00			

¹Includes heifers, 450 lbs. down, at Chicago. ²Includes "skins on" at New York and Chicago.

³Includes sides at Boston and Philadelphia.

Livingston Food Store, 217 N. Twelfth st., Escanaba, Mich., is installing modern meat department.

Steve Kosterman, Racine, Wis., has added meat department to his grocery business.

Harry R. Sulanke purchased meat

market of Decker estate, Waynesboro, Pa. at 37 East Main st.

E. R. Waggoner, 1539 West Decatur st., Decatur, Ill., purchased meat business of J. E. Mills, 2225 East Wood st.

Harry Mittower meat market sold out to Charles Close, Victor, Mont.

A Page for the

★ SAUSAGE Manufacturer

PRICE Competition

When Consumers Like the Sausage They Will Pay the Price

SAUSAGE price competition is a matter of little concern to us," said an Eastern packer recently. "We make high quality products and confine our sausage merchandising efforts to building consumer demand among the higher income classes. Nevertheless, we are interested in prices and markets and have given considerable thought to conditions we feel might affect sausage consumption favorably or unfavorably.

"I think it is generally agreed that attempts to better the sausage situation by appealing to packers' and sausage manufacturers' business sense have done little good. What is generally known as price competition exists to as great a degree today as ever before. It will continue to bother many packers and sausage producers, I believe, as long as sausage selling is viewed from the present angle. There is a solution to the sausage merchandising situation, but it cannot be arrived at if everyone is to assume that the other fellow is at fault.

What Is Price Competition?

"It is necessary first to understand that what is popularly known as 'price competition' is not usually a deliberate attempt to undermine markets. Considering price without regard for quality is not reasonable. If the reasoning used by the average packer and sausage manufacturer were applied to automobiles, for example, the manufacturer of cheap, light cars would be considered a price cutter.

"He is nothing of the sort. He makes a small, light, inexpensive car to meet the needs of the smaller income class. The difference between the manufacturer of high-class automobiles and the producer of quality sausage is that the former identifies his products as being in a definite quality and price class. *The sausage manufacturer, on the other hand, leaves it to the consumer to discover the difference between quality sausage and that made to sell at price.*

Sell to Your Market

"The automobile competes only with others in its particular price range. Quality sausage is in competition with all other similar products on the market, regardless of quality and price.

"When the subject of price competition is approached with these thoughts in mind, the problem and its solution assume entirely different aspects. If it is economically sound to produce sausage for various income groups, then certainly the producer of high quality products should have the good business sense to identify his products in the public mind for what they are, and thus place them above the competition of products manufactured for those who cannot afford to pay the price.

"If cheap sausage is hurting consumption of quality kinds, it is because consumers do not know there are many grades of product on the market and that, as in automobiles, price is the index of quality. If there is price competition in sausage it is because consumers who should be buying the higher grades, through misunderstanding, are buying products made for sale to lower income groups."

All kinds of advertising—newspaper, radio, billboard, direct mail, etc.—can be effective in merchandising sausage and educating the housewife to ask for quality, identified brands. Visits by women's groups to the plant are one of the most effective and least expensive methods of building consumer demand. This is particularly true when order and system are brought into this effort, and when activities are planned in advance to accomplish specific results.

Show the Consumer

Assign an employee to arrange with women's organizations—clubs, church circles, etc.—to visit the plant and see

how quality products are manufactured. An announcement that the plant will be open to visitors on certain days is not enough. To get enough visitors to be worth while, trips must be arranged for particular groups on specific dates.

The usual procedure is to take a group as a unit through the plant under the guidance of an experienced meat man, who has prepared his talk carefully to emphasize details of processing and products housewives are most interested in, and to "get over" facts visitors should take away with them.

Emphasis is often placed on the cleanliness of the plant, high quality of ingredients used, skill and experience required to manufacture sausage and the extreme care taken in every step to produce sausage of high quality.

Get Value from Visits

The direct value packers and sausage manufacturers secure from plant visits depends in large measure on how information is given. Suggesting facts in such a manner that it will appear to each housewife she has discovered them for herself always is effective. To aid housewives to remember what they have seen, or as a means of emphasizing important facts, it is becoming common practice to present each visitor with a descriptive folder before the plant tour is started or after it has been completed.

PROVING THE PRODUCT

Consumers who want quality sausage pay the price when quality is paid.



Use the Sausage Flour



THAT GIVES
THE OTHER SAUSAGE
INGREDIENTS THEIR CHANCE
TO MAKE GOOD and that is

Staley's SAUSAGE FLOUR

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Classified ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

Men Wanted

Butcher

Wanted, experienced all-around beef and hog butcher for small packinghouse. Must be able to handle help. W-493, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Beef Cutter

Wanted, experienced beef cutter. Good pay. Steady job. W-494, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Chemical Engineer

Wanted, chemical engineering graduate 25 to 35 years old with plant experience in canning and food packing plants to train for work of sales engineer for well-known manufacturer of recording instruments and automatic control equipment. Must have outstanding personality and highest character references. Candidates preferred who also have successful experience in sales solicitation. Write describing education and experience and stating age and salary desired. W-502, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Position Wanted

Kosher Sausage Foreman

First-class, experienced Kosher sausage foreman available at once to go anywhere. Familiar with all types of Kosher meat products. Can handle help efficiently. Steady. Excellent references. Age 33 years. W-491, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Working Sausage Foreman

with many ideas for profitable products wants position. Sixteen years' experience making high-grade and standard grade sausage, loaves, specialties, boiled and baked hams. Can keep expenses down and improve your product. Reliable references. Steady, sober and industrious. Married. Can go anywhere. W-492, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Superintendent

Superintendent with many years' practical experience with both large and small packers. Pork and beef, lard, inedible, cutting, curing, sausage, boiled hams, freezers, smokehouse. Satisfactory and economical results in all departments. A-1 references. W-485, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Sausagemaker

Position wanted by experienced sausage foreman with 20 years' experience. Would like to connect with Eastern plant. Age 37 years. References can be furnished at interview. W-490, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Position Wanted

Tax Expert

Expert accountant available. Experienced in packinghouse industry 15 years. Fully conversant all phases processing taxes. Here is the man to handle your windfall returns and refund claims. W-501, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Sales and Office Manager

20 years sales and office experience, large and small plants, also experienced in pork operations, beef, sausage, other manufacturing departments. Successful record building sales organizations. Prefer smaller packer needing man with extensive experience. Moderate salary acceptable to prove ability. W-495, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausagemaker

All-around sausagemaker wishes position. Good stuffer and beef boner. Willing to go anywhere. Capable and industrious. W-497, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Supt. or Asst. to Owner

25 years practical experience over all packing house operations. Capable of taking complete charge. Thorough knowledge all beef and pork operations. Responsible, reliable owner or all detail. Furnish evidence of successful record. Reliable references. Now superintendent of medium-sized plant. Satisfactory reasons for wanting to change. W-499, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Supt. Pork Operations

Young man with thorough training in all details of plant operations and good sound working knowledge of processing methods. Able and willing to assume responsibility and capable of operating departments profitably. Will serve as working superintendent in small growing concern or assume supervision of pork departments in larger plant. Detailed outline of experience and qualifications will be mailed on request. W-500, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Plants for Sale

Plant and Equipment

Opportunity for good sausage manufacturer. Modern equipment: 200-lb. air stuffer, No. 38 silent meat cutter, No. 166 Enterprise 700-lb. mixer, track scale, 3 sausage cages, 2 steel cooking boxes, one 100-gallon kettle, 1 lard cooler, 2 platform scales, 1 Toledo scale, 1 computing scale, 1 hanging scale, 10-ton Frick ice machine, one 1-ton Lipman automatic ice machine; 1 electric tool grinder; 52-H.P. boiler. Only modern factory in city, 30 x 100 ft.; lot 80 x 160. Owner 70 years old. FS-496, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Plants for Sale

Packing Plant for Sale or Rent

For sale or rent, modern brick 3-story packing plant, fully equipped. Formerly occupied by Meyer Packing Co., located on two railroads, B. & O. and P. R. R., large pens and pasture. Can be in full operation within a few hours. Will consider selling all equipment. H. H. BENNETT, Indiana, Pa.

Sausage Kitchen

For sale, sausage kitchen and retail store with wholesale routes established 25 years, New York City. Will consider partner with small investment. Must be first-class sausagemaker. FS-498, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Equipment for Sale

Beef Hoist

For sale, double-friction type beef hoist. Reasonable for quick sale. W-488, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Ice Machine

For sale, 10-ton ice machine, with condenser, fittings and motor. Cheap. FS-489, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Used Equipment for Sale

We have just purchased a plant at Cassadaga, N. Y., near Buffalo, from which we offer for immediate shipment: 1 No. 3 CV Mitts & Merrill Hog, capacity 3 t.p.h. on shop fats and bones; 1—24"x18" type "A" Jeffrey Hammer Mill; 1 Atlanta Utility 1-ton Fertilizer Mixer; 1 Sturtevant 1-ton Fertilizer Mixer; 1 size 30 Atlanta Utility Works Cage Mill, roller bearings; 4—6"x40" Direct-Heat Rotary Dryers; 1 Atlanta Utility Sacking Scale, 200-lb. beam. Send for details and prices.

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14-19 Park Row, New York, N. Y.
Telephone: Barclay 7-0600.

Packinghouse Equipment

Used but in good condition:
6 No. 8 Sturtevant Blowers with 12" discharge.
3 6 x 4 x 6 Duplex Eagle Works type Steam Pumps.

26 Brecht Lard Drums. Made of Galv. Steel with iron hoops, 24 in. diam. x 30 in. long.

50 Hogheads or curing vats. Made of wood with iron hoops, 36 in. diam. x 42 in. long.

1 24-ton capacity Frick Ice Machine. Complete with steam engine, ammonia receiver, double pipe condenser, freezing tank, freezing cans, overhead crane and American Marsh brine pump.

Also Boilers, Pumps, Water Softener, Feed Water Heater, Scales, Hydraulic Press, Lard Cooking Tank, Tallow Cooking Tanks, Ham Cooking Kettle and other items.

For full particulars, descriptions and prices, write to:
GEORGE H. ALLEN
P. O. Box 426
Lancaster, Ohio

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Equipment Wanted

Tripe Cleaner

Will buy small second-hand tripe cleaner. State make, capacity, A. C. Motor, and time used. Must be in good operating condition. Sabine Packing Co., Orange, Texas.

Equipment for Sale

Mixing Machines

We have large number of rebuilt motor-driven sausage and meat mixing machines that we are offering at very attractive prices. We shall be pleased to give you complete information on request. Champion Machinery Co., 450 S. Center St., Joliet, Ill.

Equipment for Sale

Curing Vats

For sale, 200 Standard curing vats. FS-475, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

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Too often overhead trolleys are considered a "small" item of equipment in the packinghouse, and their purchase and maintenance are not given proper consideration. On the other hand, ANCO always considered Trolleys an important part of the packinghouse equipment, and holds close to the policy of manufacturing Trolleys for the most particular operator.

No second hand materials are ever used in ANCO Trolleys. All ANCO sheave wheels are perfectly round and carefully drilled. The design of the grooves makes it impossible for them to climb curves or switches. They are made of the best grade grey iron obtainable, cast so smooth that it is unnecessary to machine or in any way destroy the original hard casting surface of the tread. It is this that insures long life of the wheels.

Highest grade materials, perfect design, balance, and uniformity, together with rigid inspection make ANCO Trolleys the accepted standard in hundreds of packinghouses today.



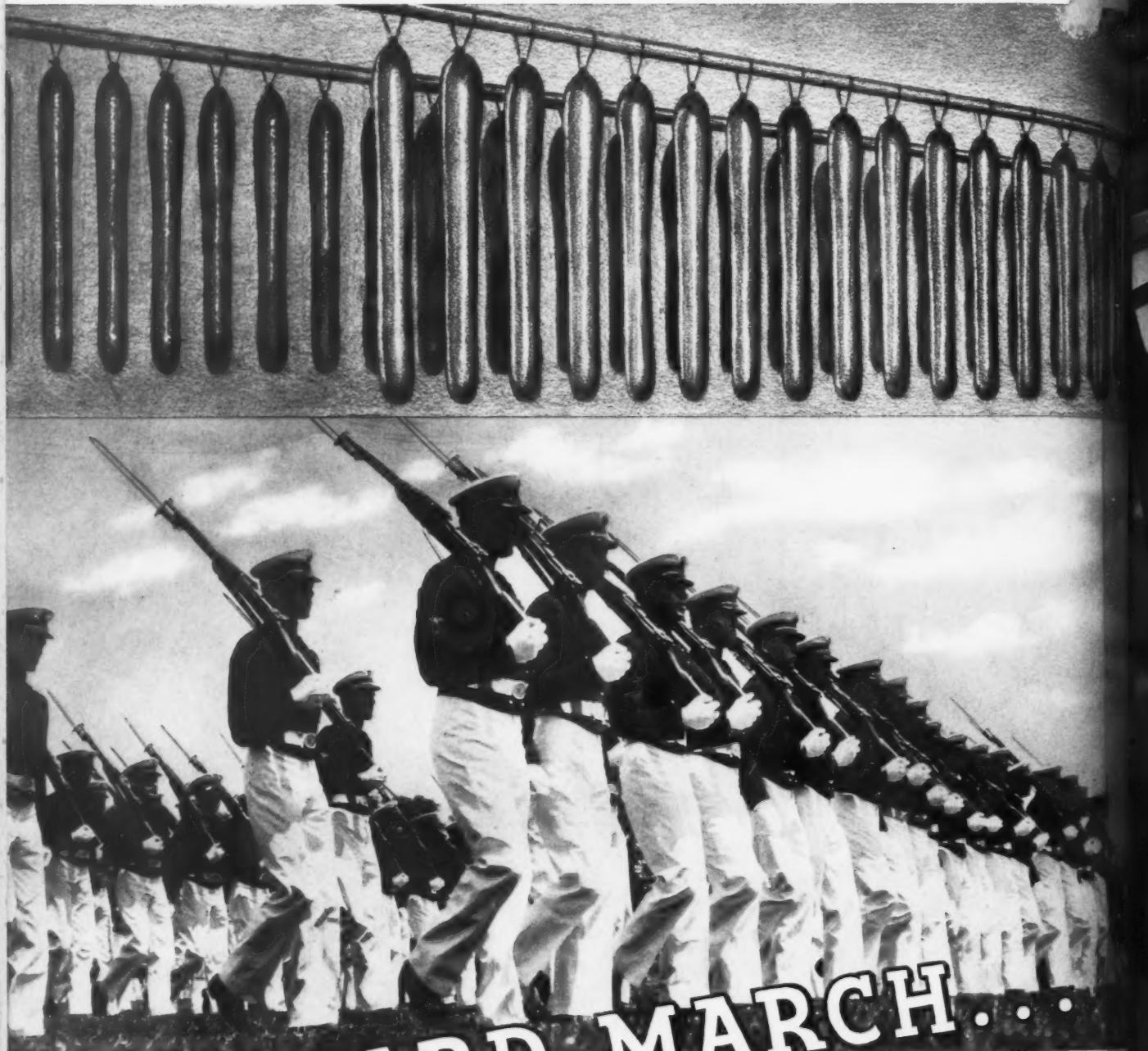
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FORWARD MARCH...

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Every day sausage products are passing in review before the exacting eyes of consumers... being inspected and compared with competing brands. *Here is where sales are made.* How important it is that *your* sausage meets with approval on this daily dress parade!

The uniformity of Swift's Selected Beef Casings together

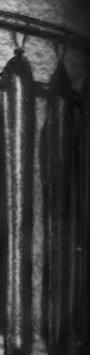
with their fine quality will enable your product to make favorable impression at all times. This is because Swift's natural casings are:

- FRESHLY HANDLED.
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- ACCURATELY GRADED FOR SIZE.
- CAREFULLY INSPECTED FOR DEFECTS.
- WELL PACKED.

There is no chance for product not to look its best when stuffed in Swift casings. Ask your local Swift & Company representative about our full selection of rounds, weasands, middles, bungs, and bladders.

USE SWIFT'S SELECTED BEEF CASINGS

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